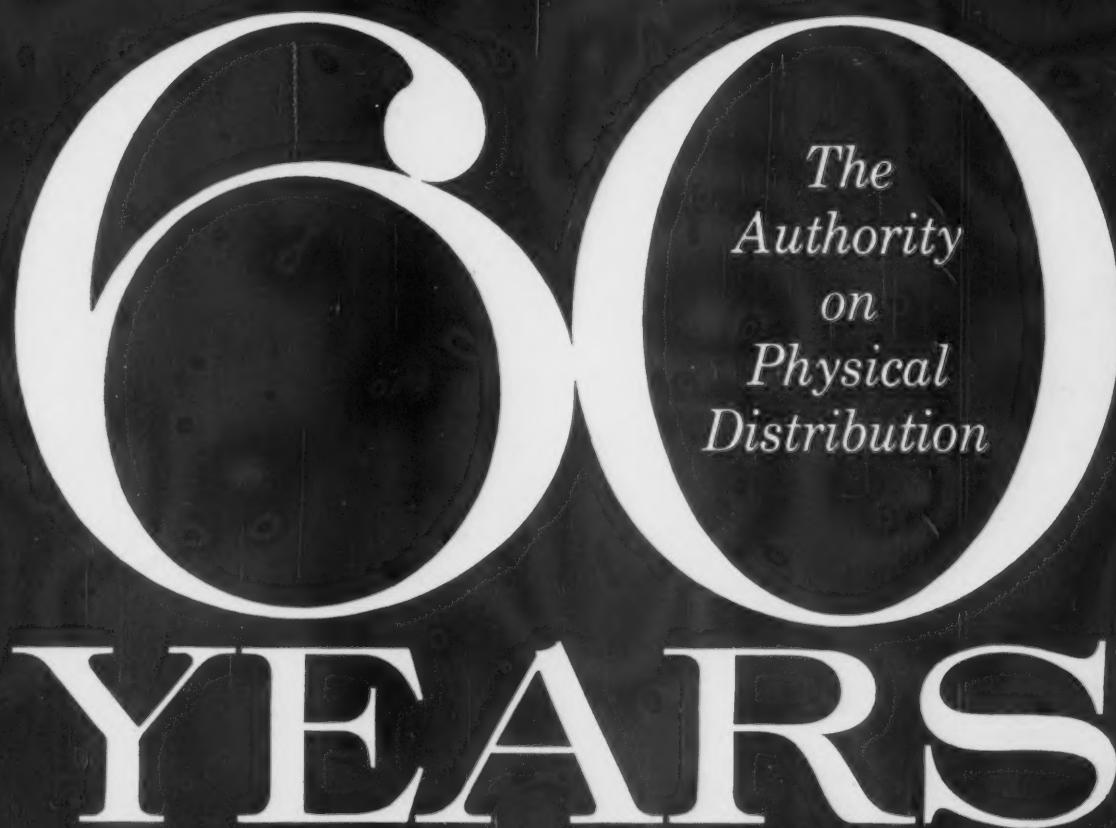


THE AUTHORITY ON PHYSICAL DISTRIBUTION

DISTRIBUTION AGE

TRANSPORTATION • WAREHOUSING • CONTAINERIZATION • MATERIALS HANDLING



PLAN 5...Rail and Motor Carrier Cooperation Grows
Page 42

SAY "WHEN" FOR ANY KIND OF TRUCK



need a van, panel, pick-up, walk-in... and need it fast?

Hertz specializes in getting you the truck you want—and getting it to you fast! You get new Chevrolet, GMC or other famous make trucks. And you can choose from a wide variety of types—van, stake, panel, pick-up or walk-in. Tractors and trailers are also available in many cities. All you need is proper driver's license and identification. And Hertz low rates include insurance, gas and oil, even if bought on the road.

Play it smart! Don't tie up needed cash in "stand-by" trucks that are used only as replacements or during

peak periods. Rent trucks from Hertz *when* you need them—and conserve your capital! Trucks are available by the hour, day or week. Also available on long-term leasing basis for economical year-round operation.

no investment... no upkeep

RENT HERTZ TRUCKS

*This advertisement first appeared in December, 1953.
It is being reprinted by request.*



in terms of human values...



This Christmas, we at Spector are again privileged to make a significant contribution to needy charitable organizations in the name of our customers.

We are deeply gratified that our Christmas Observation Program so clearly reflects the attitudes of the men and women of the transportation community. For we, like you, are firm in our conviction that the true interpretation of the spirit of Christmas can be made only in terms of human values.

In furtherance of our Christmas observance policy, we have requested our scores of suppliers similarly to forego the sending of tangible gifts to any of us. A card, a note, a call . . . and a continuing interest in our growth and well-being . . . will make our holiday season a most complete and satisfying one.

And so, for the less fortunate who on this day will benefit from your Spector routed Christmas gift—Merry Christmas.



*season's greetings from the men and women of **SPECTOR***

SPECTOR FREIGHT SYSTEM, Inc. Chicago 8

DISTRIBUTION AGE, DECEMBER 1961

let it snow



Rio Grande's main line through Colorado and Utah gives you two distinct routing advantages:

- 1. A direct central transcontinental railroad route.**
- 2. The majestic Rocky Mountains act as giant snow fences, keeping Rio Grande steel highways free of wind-formed snow drifts which might delay your shipment.**

Supplementing these advantages are modern equipment, progressive operation and friendly, personalized service.

Let It snow. Ship Rio Grande . . . "The Shippers' Railroad."



Rio Grande
The
Shippers' Railroad

Traffic Offices
in 38 Cities

R. KNOX BRADFORD, Vice President—Traffic,
Rio Grande Bldg., Denver, Colorado



DENVER & RIO GRANDE WESTERN RAILROAD

DISTRIBUTION AGE
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Philadelphia 39, Pa., SH 8-2000

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DISTRIBUTION AGE

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DECEMBER 1961

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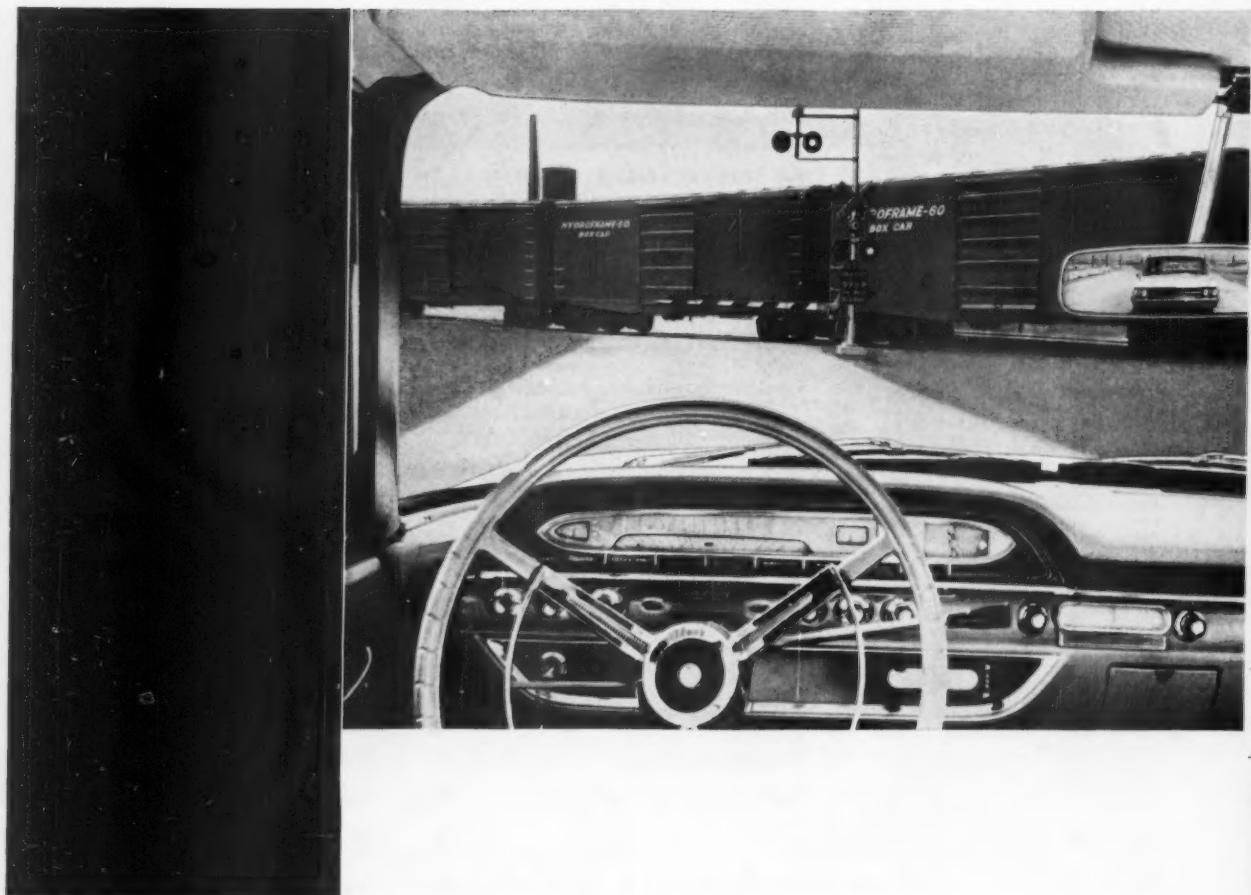
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FORD

TESTS HYDROFRAME -60 WITH SHIPMENT OF AUTO-GLASS

Windshield, Back and Side Window Glass Shipment



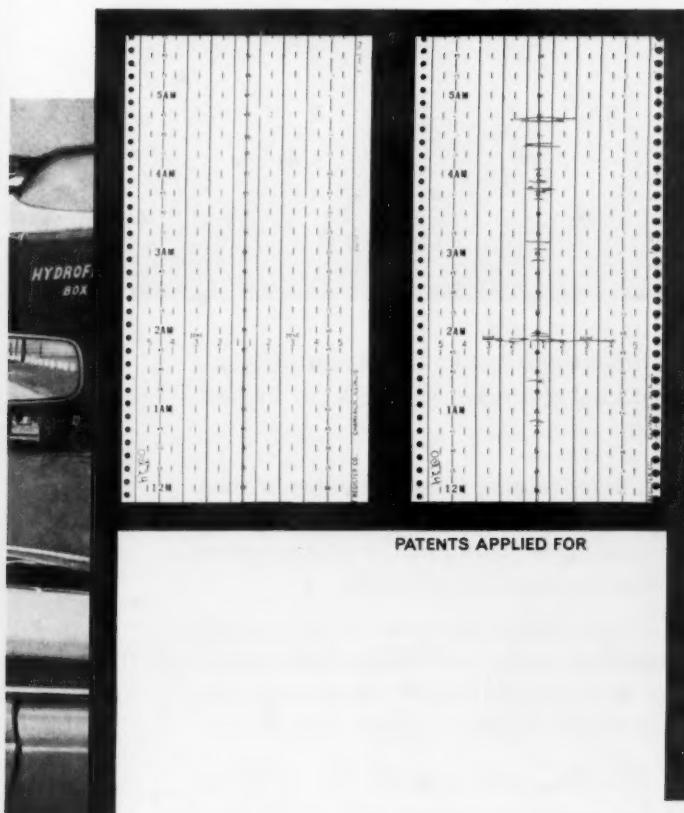
■ The Ford Motor Company, in its constant search for new and better ways of transporting goods and products, cooperated with Pullman-Standard in a test shipment of auto-glass from the Ford Glass Division Plant at Nashville, Tenn., to the Ford assembly plant in St. Paul, Minn.

This shipment—in a Pullman-Standard Hydroframe-60 Box Car—arrived flawless; not one nick, chip or crack could be found in the entire 86,095 pound load. And this was after 870 miles of travel over three roads and 2 car impacts (registered at the coupler) that reached as high as nine miles per hour.

How does the P-S Hydroframe-60 protect fragile loads such as this against bruising impacts? A special underframe which incorporates the new long travel hydraulic cushioning principle takes impacts of 10 mph—and above—and literally swallows them up. They never reach the load!

For details on the Hydroframe-60, or for information on the availability of these cars for your shipments, call or write us today.

Handled Like Grandmother's Best Crystal... Delivered Flawless



NINE MPH IMPACT AT THE COUPLER: NO IMPACT ON THE LOAD—Two impact recorders rode the P-S Hydroframe-60—one with the load, the other on the underframe. Two impacts topped 9 mph at the coupler (one is visible on the recording tape at right), others were at 5, 7 and 8 mph. As you can see, none of these impacts reached the load as shown by the impact recorder tape on the far left.

A 43 TON HANDLE-WITH-CARE LOAD—Ford's glass shipment in the P-S Hydroframe-60 weighed in at 86,095 pounds. Approximately 26,000 pounds of windshield glass went into the A-end and 59,935 pounds of side and rear window glass into the B-end. Condition on arrival: claim-free!



PULLMAN-STANDARD

A DIVISION OF PULLMAN INCORPORATED
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BIRMINGHAM • PITTSBURGH • NEW YORK
J. C. FENNELLY CO., SAN FRANCISCO REPRESENTATIVE

TWA's superior experience is your assurance of superior cargo service



Fast, efficient service across the country or across the Atlantic. Detailed, meticulous service. When your business can profit by that kind of service, call TWA Air Freight. To serve you as no other airline can, TWA has:

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A fast growing fleet of modern planes. Fast SuperJets and all-cargo Jetstream express flights move cargo of all descriptions over the world day and night.

Unsurpassed maintenance for on-time performance. Care that exceeds government standards keeps TWA planes in peak condition. Experience keeps them on time.

TWA has grown with the air freight industry. What's more, we've planned for its future. That's why in the busy years to come, TWA will continue to deliver your goods where the business is . . . quickly, efficiently, dependably!

Call your freight forwarder, cargo agent or nearest TWA Air Freight office for details of how TWA Air Freight can save you time and money.

*TWA THE SUPERJET AIRLINE is a service mark owned exclusively by Trans World Airlines, Inc.

TWA THE
SUPERJET
AIRLINE
U.S.A.-EUROPE-AFRICA-ASIA

CHUTING THE NEWS



Tugboats, Towboats Called Most Efficient at Meeting

Braxton B. Carr, president of the American Waterways Operators, Inc., recently called towboats and tugboats the most efficient ships ever. He made the statement before the American Merchant Marine Conference at Jacksonville, Fla. The meeting was held in conjunction with the 35th Annual Convention of the Propeller Club.

During his talk, Carr said that the average cost of shipper service was "less than half a cent" per ton mile. The industry uses 5000 tugs and towboats in handling a variety of barges. Last year, the fleet handled almost 400 million tons of freight in intercity traffic.

Carr congratulated the government on recognizing the importance of this mode of transportation and taking steps to improve channels and waterways.

Scheduled international airlines carried 5,786,863 kilograms of cargo across the North Atlantic during August, reports the International Air Transport Association.

Warehousemen to Hold Seminars

The National Furniture Warehousemen's Association has announced a series of half-day seminars. The seminar program concerns a recently completed study of long distance moving expenses. The seminars will be held at San Francisco, Dec. 4; Los Angeles, Dec. 8; and Topeka, Kansas, Jan. 24. A meeting has been scheduled for Iowa, but the exact date and time are as yet unknown.

Fibre Box Group Elects



At the 22nd Annual Meeting of the Fibre Box Association in New York, new officers were elected. The new top executives of the association are (r. to l.) Lloyd Merwin, vice president of Crown-Zellerbach Corp., president; E. D. Dodd, vice president of Owens-Illinois Glass Co., vice president; William J. Cassady, Jr., vice president of Mead Corp., vice president

Merwin Becomes President Of Fibre Box Association

Lloyd Merwin was elected president of the Fibre Box Association at the group's 22nd Annual Meeting held recently in New York.

Merwin is vice president of Crown Zellerbach Corp. and general manager of the Gaylor Container Division.

Edwin D. Dodd was elected vice president and William J. Cassady, Jr., was re-elected to the same position. Dodd is vice president of Owens-Illinois Glass Co. and general manager of its Forest Products Division, Toledo, Ohio. Cassady is vice president and general manager of the Container Division of the Mead Corp.

President Jerome H. Stone told the 300 manufacturers attending the convention that fibre box production is presently breaking all previous records.

National Truck Leasing Group Holds Annual Meeting in Chicago

Officers, executive committee members, and regional councilmen were elected at the Seventeenth Annual Meeting of the National Truck Leasing System. The event was held at the Edgewater Beach Hotel in Chicago.

New officers are: Nathan Katzman, New York City, president; W. C. Warren, Rochester, N. Y., vice president; Carl Carson, Memphis, Tenn., treasurer; C. L. Baker, Dallas, Tex., secretary; James Trainor, Halifax, N. S., vice president for Canada.

Four days of business programs and meetings were highlighted by panel discussions concerning leasing operations and outside business. One of the panels heard two customers of leasing organizations tell how their respective companies benefited by leasing trucks rather than buying.

Missouri Warehousemen Meet

The 38th Annual Convention of the Missouri Warehousemen's Association was held recently at the Tan-Tar-A Resort at Osage Beach, Mo. Along with other business, the association elected its officers for the coming year. The president of the General Division is Joseph A. Mrazek of A. Mrazek Van and Storage Co., St. Louis. The Household Division has as its president Les Shank of Federal Van and Storage Co., Kansas City. The head of the Merchandise Division is Charles W. Gibson of the Kansas City Terminal Warehouse Co., Kansas City.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

Kelley Elected President of ATA at Convention; Tax System Overhaul Urged by Luncheon Speaker

Clarence A. Kelley is the new president of the American Trucking Associations, Inc. He was elected at ATA's 28th Annual Convention held recently in Washington, D. C.

The new ATA president is also president of Dixie Ohio Express Co., of Akron, Ohio. Other officers are: C. L. Sanders, president of Perkins Freight Lines, Atlanta, Ga., first vice president; R. Stuart Moore, president of Los Angeles-Seattle Motor Express, Oakland, Calif., second vice president; O. B. English, president of Red Ball Motor Freight, Dallas, Texas, third vice president; and M. M. Gordon, president of Gordon's Transports, Inc., Memphis, Tenn., fourth vice president.

A complete overhaul of the nation's "insane tax system" was urged by Erwin D. Canham, editor of the Christian Science Monitor. Canham said that a lagging economy is among the country's current basic weaknesses. Seeing no solution in subsidies and regulations, the speaker said that growth must come through incentive and "incentive can be best and most powerfully provided through tax reform."

The ATA Executive Committee during its meeting endorsed the International Reciprocity Agreement. This proposal would extend full reciprocity on truck licensing and taxes to trucks and buses of the U. S. and Latin American countries.

Total Costs Called Selling Key

Motor carriers, faced with intensified price and service competition, must engineer their sales approach around the concept of total distribution costs. This was the message of the president of the Sales Council, ATA, speaking before the Common Carrier Conference, Irregular Route. William G. Mitchell, of Terre Haute, Ind., pointed out that a freight rate "is but one incremental part of total distribution cost."

ATA Board Hears of Progress In Reorganization of ICC

"The most widespread and significant changes" in its history have occurred in the organization of the ICC in the past year.

This assessment by ICC Vice Chairman Rupert L. Murphy was delivered before the Board of Directors of the ATA, at its session during the Convention.

Commissioner Murphy said that the competitive struggle for traffic has created the need for change. The immediate result of these changes, Murphy said, has been the freeing of the nine commissioners assigned to the division of any administrative burden not related to their proceedings work. There also has been a sharp reduction in the number of matters presented for decision to individual commissioners.

Also speaking before the board, Sen. A. S. (Mike) Monroney, D-Okla., warned of the dangers of rate cutting. Selective rate cutting, he said, threatens to kill the trend toward decentralization of industry, "which is essential not only to national defense but to local economic survival."

Conference Hits 'Gray Area'

A proposal for stronger measures to curb operations of "gray area" trucking companies highlighted the Annual Meeting of the Local and Short Haul Conference of the ATA. Conference members urged that sufficient funds be made available to the ICC to properly investigate and prosecute illegal truck operators.

Greene Elected Chairman Of Regular Common Carriers

A. E. Greene, Jr., president of Johnson Freight Lines, Inc., was elected chairman of the Regular Common Carrier Conference. The group met in conjunction with the ATA Convention.

Also elected were: O. B. English, Red Ball Motor Freight, Inc., Dallas, Texas, first vice chairman; E. W. Harlan, Bruce Motor Freight, Inc., Des Moines, Iowa, second vice chairman; Marvin Blakeney, Jr., East Texas Motor Freight Lines, Inc., Dallas, Texas, third vice chairman; George E. Powell, Sr., Yellow Transit Freight Lines, Inc., Kansas City, Mo., treasurer.

Named conference vice president to ATA was Donald P. Kipp, Kramer Brothers Freight Lines, Inc., Detroit, Mich. His alternate will be L. R. Sollenbarger, Transcon Lines, Inc., Los Angeles.

A featured speaker before the Board of Governors of the RCCC was Commissioner John W. Bush, who took strong exceptions with those backing common ownership of various modes of transportation.

Panelists Debate U. S. Role In Private Carrier Regulation

Representatives of the Administration, Congress, and the ICC agreed in a panel discussion before the Private Carriers Conference, ATA, that the federal government has no desire to regulate private carriage.

However, a spokesman for the conference warned that proposals now before the ICC and the Senate Commerce Committee pose a grave threat to the right of shippers. All the panelists agreed that illegal truck operations are the key factor in the loss of revenue by regulated carriers.

Participants included Frank L. Barton, deputy undersecretary of commerce for transportation; Interstate Commerce Commissioner Charles A. Webb, and Gerald B. Grinstein, special counsel of the Senate Commerce Committee.

News Briefs

Several companies are considering merging or consolidating their facilities with the approval of ICC. **Consolidated Freightways** has purchased **Knaus Truck Lines** . . . **Atlantic States Motor Lines, Inc.**, has merged with **Johnson Motor Lines, Inc.**, . . . The ICC has granted authority to **North American Van Lines** to lease temporarily the operating rights of **Kleimer Van Lines** . . . Also **Arkansas-Best Freight System, Inc.**, has been given approval to purchase control of **Healzer Cartage Co.** In another move the **ABF** and **American Airlines** have signed an agreement on truck-air service for freight into and from **Kansas**.

Continental Airlines, with CAB approval, will cut its freight rates between Los Angeles and Chicago by 5 per cent, and between Chicago and Los Angeles by 38-42 per cent.

United Air Lines has inaugurated daily through-plane flights from Detroit to Honolulu. Additional service will connect Honolulu with Philadelphia . . . **Eastern Air Lines** has started non-stop jet flights into Fort Lauderdale, Fla. It has also added a daily non-stop jet trip between New York and Miami . . . **Braniff International Airways** has inaugurated a non-stop all-cargo air service from Tulsa to New York.

Seaboard World Airlines and the German airline, **Deutsche Lufthansa**, jointly signed a 13-month agreement involving the mutual use of cargo capacity on Seaboard World's new airplane with 30-ton capacity.

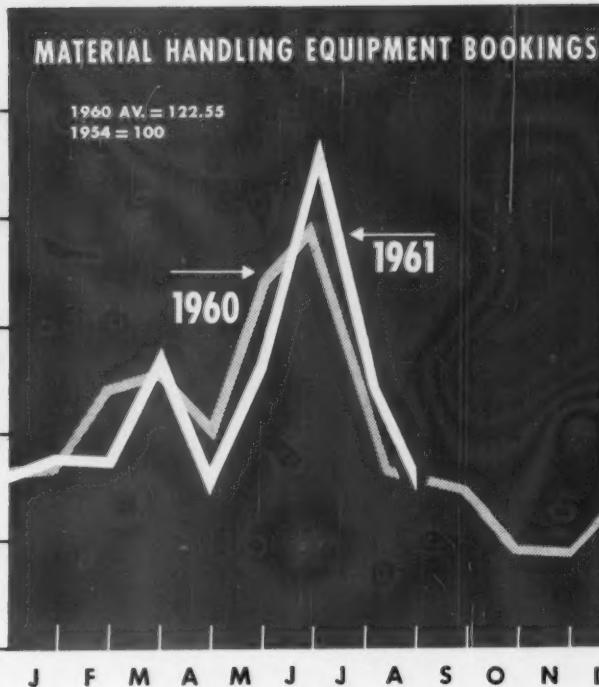
Northern Warehouse Services, a new organization, will serve northern Michigan. Facilities comprise 100,000 sq ft of floor space. It will specialize in handling of inbound pool car shipments.

Air Cargo, Inc., and **Air Express International Corp.**, have signed a pact which calls for pickup and delivery services in seven areas located on the east and west coasts, and in the midwest.

Spector Freight System, Inc., has purchased 100 40-ft trailers. They have aluminum bodies with molded hardwood floors, sliding tandem wheels, and spring suspension. . . . **Hennis Freight Lines, Inc.**, has taken delivery on 50 all-aluminum vans from the **Fruehauf Trailer Co.**

Ringsby Truck Lines and **Fortier Transportation Co.** have put in effect the overnight ltl truck service for perishable commodities via refrigerated trailers. Nightly refrigerated schedules currently are in effect to and from Los Angeles, Oakland, San Francisco, Fresno, Stockton, Sacramento and other points.

Republic Van and Storage Co., Inc., has won the National Safety Council's Public Interest Award for "exceptional service to safety by leadership, initiative, and originality in the promotion of accident prevention."



A statistical analysis by the Transportation Association of America shows that the transportation industry consumed 50 per cent of the total domestic petroleum demand in 1959. This figure represents 1.7 billion barrels of petroleum products including asphalt.

Hardwicke Elected President Of Small Shipment Conference

Hugh H. Hardwicke, traffic manager, **Larus & Brother Co., Inc.**, Richmond, Va., is the new president of the National Small Shipments Traffic Conference, Inc.

Other officers are R. L. Henderson, first vice president; C. D. Smith, second vice president and treasurer; J. P. Haynes, secretary; and R. J. Tyler, chairman of the executive committee. Henderson is traffic manager for **Simoniz Co.**, Chicago. Smith is director of traffic for **American Home Products Corp.**, New York. Haynes is manager of the Transportation Division, Louisville Chamber of Commerce and Tyler is general traffic manager for **Tube Turns**, Division of **Chemetron Corp.**, Louisville.

Standards Association Meeting Built Around Distribution

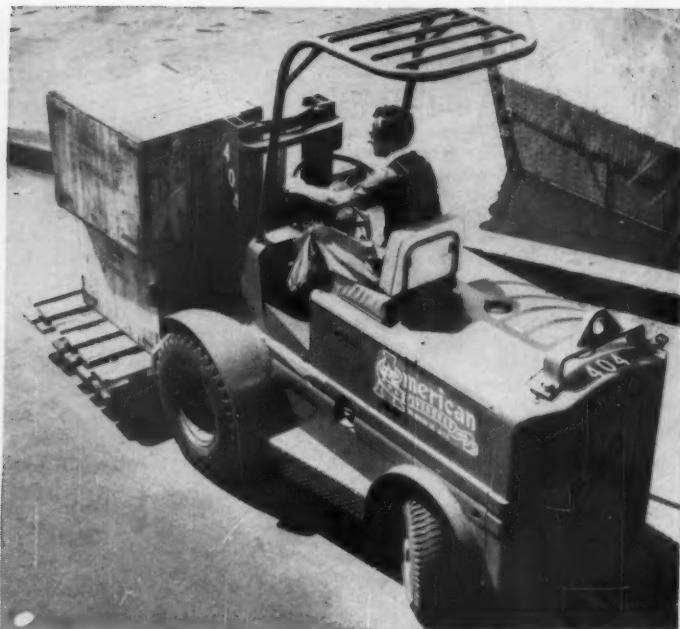
At the recent meeting of the American Standards Association, standardization in the field of materials handling was named as a vital cost-cutting medium.

Fred Muller, Jr., of **Arthur D. Little Co.**, made the statement during a discussion of optimum distribution through standards. In addition, Muller said that development of standards will speed shipment and coordinate transportation.

He told the group of current developments in container size standards and about the work of the International Organization for Standardization in seeking global standards for freight containers.

There were 917 vessels of 1000 gross tons and over in the active oceangoing U. S. merchant fleet on Aug. 1, 1961, according to the Maritime Administration, U. S. Department of Commerce. Of these 29 were combination passenger-cargo ships, 605 were freighters, and 283 were tankers.

AMERICAN STEVEDORES' lift trucks sometimes work 'round-the-clock to help cut ship "turn-around" time. Loads range up to 8,000 pounds. Turns are tight and piers are often littered with scrap. The company's dollar-saving tire choice: the B.F.Goodrich Steel Protected industrial pneumatic.



CARGO SAILS SMOOTHLY on B.F. Goodrich industrial tires

FOR 20 YEARS AMERICAN STEVEDORES HAS PUT BFG TIRES TO WORK ON THE WATERFRONT IN NEW YORK

A fleet of 650 lift trucks rumbles along the miles of docks in Brooklyn, Newark and Manhattan, keeping cargo on the go between ship and warehouse. The fleet is operated by American Stevedores, Inc., who for 20 years have relied on B.F.Goodrich industrial tires to speed freight handling.

A FREE B.F. Goodrich TW Analysis can save you as much as 50% on industrial tires, as much as 20% on maintenance costs. Mail the coupon today.

*The B.F. Goodrich Company
Dept. TW-855, Akron 18, Ohio*

Please send me additional information on your free Tire and Wheel Analysis Plan.

Name. _____

Company. _____

Street. _____

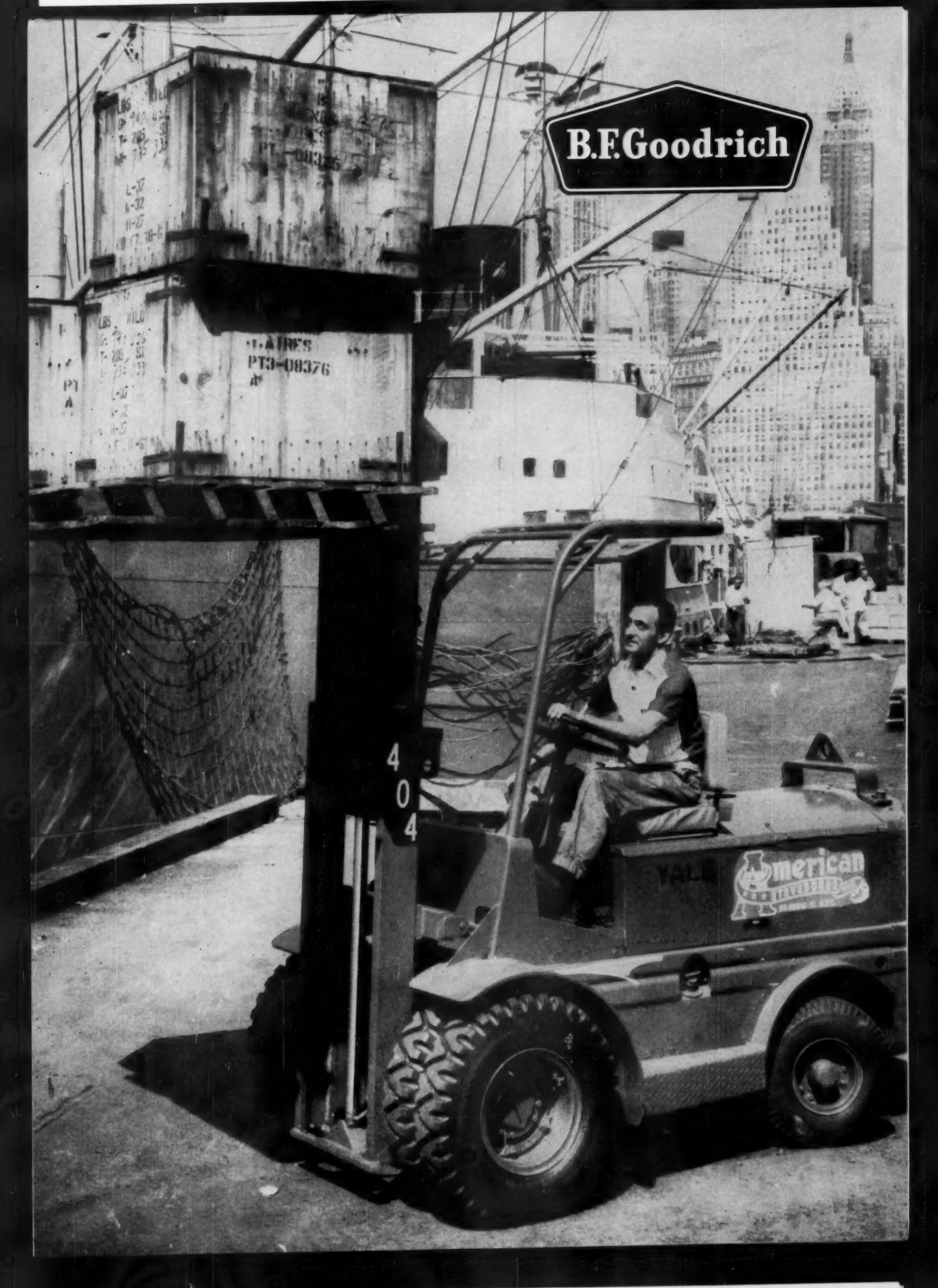
City. _____ Zone. _____ State. _____

The B.F.Goodrich Tire and Wheel Analysis Man keeps tabs on tire performance—recommended a switch to new BFG Steel Protected pneumatics when scrap materials on docks started causing problems. The Steel Protected industrial tire is built with 2 plies of steel cable under the tread. These cables shrug off tire-killing impacts and punctures. American Stevedores reports B.F.Goodrich tires give an average of 2½ years' service on the original tread!

Why not take advantage of the dollar-saving services B.F.Goodrich Tire and Wheel Analysis Men offer. Without cost or obligation they'll study your materials handling setup—then recommend the tires that will give longest service at lowest cost. This advice is unbiased because B.F.Goodrich makes a complete line of industrial tires.

Are you getting the most service possible for your tire dollars? If you have any doubts, mail the coupon. The BFG Tire and Wheel Analysis Service is *free*. A special BFG consulting service is available to manufacturers of materials handling equipment.

***Specify B.F.Goodrich tires when ordering
new equipment***



B.F.Goodrich

4
0
4

American
TIRE
TIRE
TIRE
TIRE

Containers filled with sand are hoisted from gondola car. Each container carries 12,000 pounds of sand in its 145 cubic feet. Gondolas can carry 10 containers. Maximum sand load is 125,000 pounds compared to usual boxcar limit of 100,000 pounds.

This is the way to run a railroad.



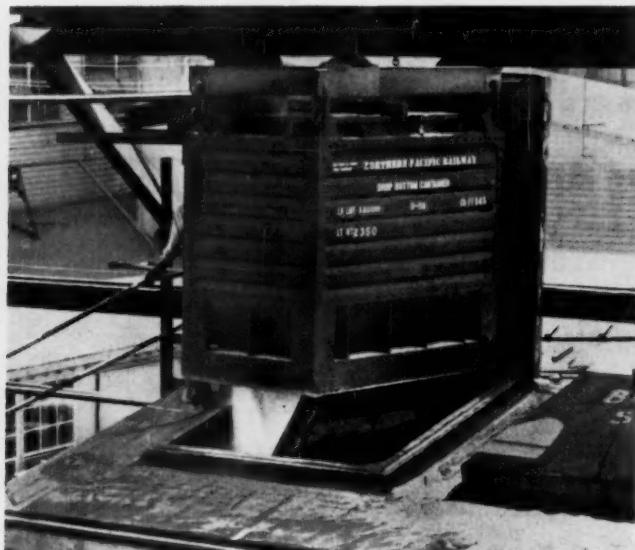
Round-trip container idea saves this shipper more than \$35,000 a year...

As told by NP's E. E. Chapman



E. E. Chapman is typical of the Northern Pacific traffic personnel whose job it is to speed your shipment, protect it enroute, and save you money wherever possible. Want an NP representative to discuss your shipping problems? Call the NP representative nearest you.

Sand flows into bin through drop bottom on container. Over the former boxcar shipments, this method saves shovelling, saves scooping, stops sand spilling.



"Boxcars of industrial sand can be stinkers to unload. NP was handling sand from Ottawa, Illinois to the Esco Corporation in Portland, Oregon. Normally, all the railway is required to do is get the cars onto a siding for unloading. But we at NP feel our service should go further. So Esco Corporation General Traffic Manager George Foley and I got our heads together on this sand problem."

"Armed with facts and ideas, I went back to our NP office. We went to work and obtained specially-designed drop bottom steel containers that fit 10 to a standard gondola car. Now the containers are placed in gondolas, filled with sand and shipped to Portland. There they are crane-hoisted to hoppers where the contents are dumped. This new system cuts man-hours, cuts spillage, cuts contamination that made the sand useless."

"This idea led to an even better one. Esco backhauls materials, so we suggested they ship the goods in the containers that used to make the return trip empty. It worked out just great. The Esco people figure this 'round-trip' idea saves them more than \$35,000.00 each year. This is the way we at NP like to keep our shippers happy."

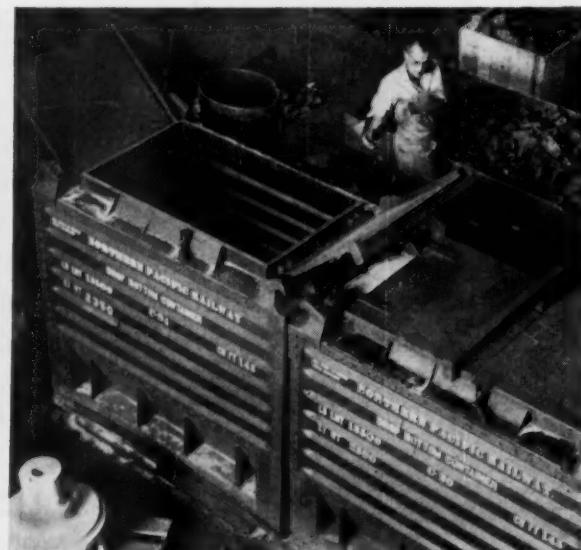
This is the way we run . . .

**NORTHERN
PACIFIC
RAILWAY**

CHICAGO • TWIN CITIES • TACOMA
PORTLAND • SPOKANE • SEATTLE



Esco's products go into containers at Portland. The products formerly were shipped loose in gondolas. This idea saves unloading time of 30 to 40 man-hours per car.





FACT IS, LTL IS THE HEART OF OUR BUSINESS . . . While we handle your truckload traffic as well as any carrier (we think better than most), our whole organization is geared to the needs of LTL shippers and consignees. Our mechanized terminals, radio-dispatched pick-up fleets, and daily schedules are designed to meet your LTL distribution requirements. Our DAYSAVER thru-schedules by-pass intermediate terminals to provide faster service on longer hauls. Whether your shipments are LTL or truckload, you'll find CF has the equipment, the experience, and the routes to serve you better. Get the facts from your CF terminal or contact the CF Information Center, Box 32, Chicago 50. AUSTIN 7-7003. TWX Bellwood 172.

ASK FOR NEW CF SYSTEM MAP AND POINTS LIST



CONSOLIDATED FREIGHTWAYS
Leading Name in Truck Transportation

WASHINGTON SCOPE

By Neil R. Regeimbal, *Chilton Washington News Bureau*



SEEK 'GRAY AREA' CONTROLS—Sen. George Smathers, D., Fla., is pushing for a law to tighten up government control of illegal highway transportation. He contends that current fines do not prevent illegal trucking from continuing to "drain an ever-increasing amount of traffic from the legitimate rail, truck, and water carriers." The bill would: set uniform state regulation of interstate trucks; provide for court injunctions against violators; raise forfeitures and apply them to both illegal operations and safety violations; require some information to be filed with the ICC by exempt carriers; and extend regulation of forwarders handling used household goods.

SHIPPERS IN "AVAILABILITY" FIGHT—Shippers, through the NITLeague, have entered the fight before the U. S. Supreme Court in the J-T Transport case. At issue is whether the ICC should consider existing service in contract carrier certificate cases. NITLeague contends that the ICC is forbidden under the 1957 Act of using adequacy of existing common carriage as a test in these cases. "Contract carrier service cannot lawfully be denied on the ground that there is a common carrier willing and able to perform the transportation," the League argues. A lower court earlier supported this position in a ruling which is being appealed to the high court.

FARM TRUCKING HINDERED—Barriers formed by taxes and regulatory practices hinder movement of farm products by highway, discloses a new U. S. Agriculture Department report. Most serious of these are: Fuel-taxes, difficulty in obtaining operating authorities, and ton-mile or other third-structure taxes. Results are shortages of trucks in some areas and increased costs to shippers through higher rates. The report collects the views of carriers, brokers and shippers. Entitled "Effects of State and Local Regulations on Interstate Movement of Agricultural Products by Highway," it can be purchased from the Superintendent of Documents (Marketing Research Report 496), Washington 25, D. C., 55 cents a copy.

FIGHT AIRLINE TRUCK SERVICE—Regulated truckers are fighting to block a proposed expansion of airline trucking services. They also want regulation of trucks operated by airlines turned over to the ICC. The CAB now says how far

airline-owned trucking services may operate. The CAB proposes to double the present radius to 50 miles. ATA and other trucking groups have asked the ICC to take over jurisdiction, claiming it has primary power to define operations that are "incidental to transportation by aircraft."

BACK DEPRECIATION REFORM—The Kennedy Administration is still backing reform of equipment tax depreciation rules as a stimulus for business investment. Treasury Secretary Dillon says more rapid equipment modernization is vital if we are to remain competitive in world markets and continue U. S. economic growth. He adds that the department is reviewing its "useful lives" yardsticks which determine the rate of tax depreciation on equipment. The White House will try again next year to get Congress to approve a tax credit for investment in new equipment. An 8 per cent credit was tentatively approved this year by the House Ways and Means Committee.

TRAFFIC SHIFT SEEN—Waterways and trucks will be getting a bigger share of grain transportation, according to U. S. Agriculture Department experts. Railroads will find heightening competition from truck and water transportation for grain traffic over the next 10 years. This will stem from improvements in waterways, new highways, and multitrailer truckloads, which will cut transport costs.

TEAMSTER BATTLE WARMS—Battles between the Teamsters Union and just about everybody is getting hotter. In the wake of a NLRB ruling against the hot cargo clause, the AFL-CIO executive council has decided to issue charters to defecting Teamster locals. While not agreeing to form a rival international to compete with the Teamsters, the AFL-CIO will encourage defections of locals from the ranks of the Hoffa-led union.

RATE LAW VICTORY—Shippers won most of their points in the new ocean shipping dual rate law, signed recently by President Kennedy. The measure legalizes special rates by shipping conferences to shippers using their services exclusively. An important victory was a provision lifting liability for shipments when the shipper does not have control of routing.

SHIP A FULL CAR INSTEAD OF TWO SMALLER LOADS

"Via Frisco" you can often

**CUT UNIT COSTS by
SHIPPING**

BIG!

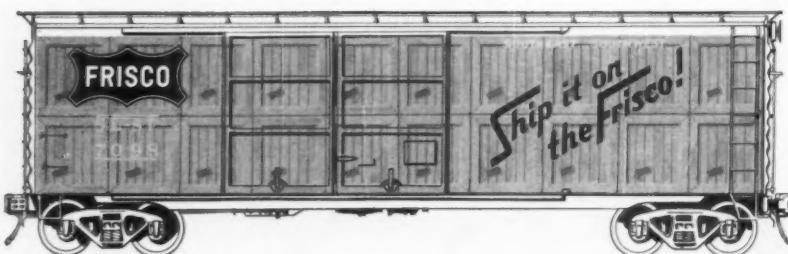
Reduce your unit costs where the opportunities are greatest...
by shipping BIG or BIGGER on the FRISCO.

While larger shipments may mean some increase in warehousing costs, very often the lower rail freight rates earned by larger shipments are more than offsetting and result in lower unit costs. You can see why. Mass transportation offers greater areas for procurement and distribution savings.

FRISCO planned mass transportation can extend the benefits of your mass production. It's a volume operation geared to your shipping requirements.

So ship big and work those unit costs down to "size". Call your FRISCO Sales Representative today; offices in 64 principal cities.

A Case in Point—assume that two less-than-capacity shipments travel the same 400 mile route on different dates. That's 800 miles of transportation. By combining the two into one, costs can often be substantially reduced. Big savings may also accrue when you ship in one box car instead of two trucks. Ask FRISCO "how much?"



SHIP BIG...SAVE BIG...SHIP IT ON THE



5,000 MILES SOUTHEAST-SOUTHWEST: MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA

ON THE LINE

A. C. Greene
Editor



60 Years of Creative, Virile Leadership

DISTRIBUTION AGE is observing an anniversary this month—its 60th. In the publishing industry, 60 years is a long time.

Many business and trade journals never reach that birthday. Often, their original reason for being fades away. More often, only the processes, equipment, products and services change. If the publication is behind the times, if it spurns the changes, it dies.

Some magazines move with the times. They keep their readers informed. Others create change. They see new concepts coming years ahead of their times. Slowly, sometimes with much opposition, they start selling the new concepts. If they're able to stand the financial losses caused by the changes, they succeed.

DISTRIBUTION AGE has faced all of these situations. It has a proud tradition of vision, leadership and financial stability.

Organized in 1901, the original name of this publication was *The Teamster*. This was changed a few months later to *Team Owners' Review*, which more accurately defined its readers—owners and executives of transfer and storage firms.

Among the subjects promoted and supported by this publication were cargo loss and damage prevention, pickup and delivery services, driver courtesy and neatness, equipment maintenance, and so on. Readers were urged to keep records, know their costs, use labor-saving equipment, and select men and horses with care.

Another change of name occurred with the January, 1915, issue. This time, again in the interest of editorial accuracy, the name adopted was *Transfer & Storage*.

The editorial objectives were announced as unchanged. Bad business methods, inefficient freight handling and storage, poor customer service, and inhumane treatment of horses were under constant attack. The July, 1915, issue announced that "Team Owners Recognize Trucks."

The now famous *Directory of Warehouses* was first published in April, 1916.

During the World War I period, articles on better distribution of manufacturers' goods by good transportation, storage and handling methods appeared with regularity. Also, a circulation change was in the making. Shippers, including the private carriers of the time, found the publication of value.

By 1919, another name change was deemed advisable. *Distribution and Warehousing* was considered most appropriate. The great jump in shipper readers, including such new titles as traffic manager, resulted in an editorial policy based on shipper and carrier cooperation.

About this time, such new concepts as mechanized handling and industrial packaging were embraced by the editors. The transportation scope was broadened to include rail and water. A few years later, the possibility of air freight was examined and sponsored.

During the depression days, the new alphabet language affected everything—even *Distribution and Warehousing*. Its name was shortened to D&W, but its accent on distribution and related services was enlarged. Articles stressed the need for cooperation between such industry functions as sales, production and traffic.

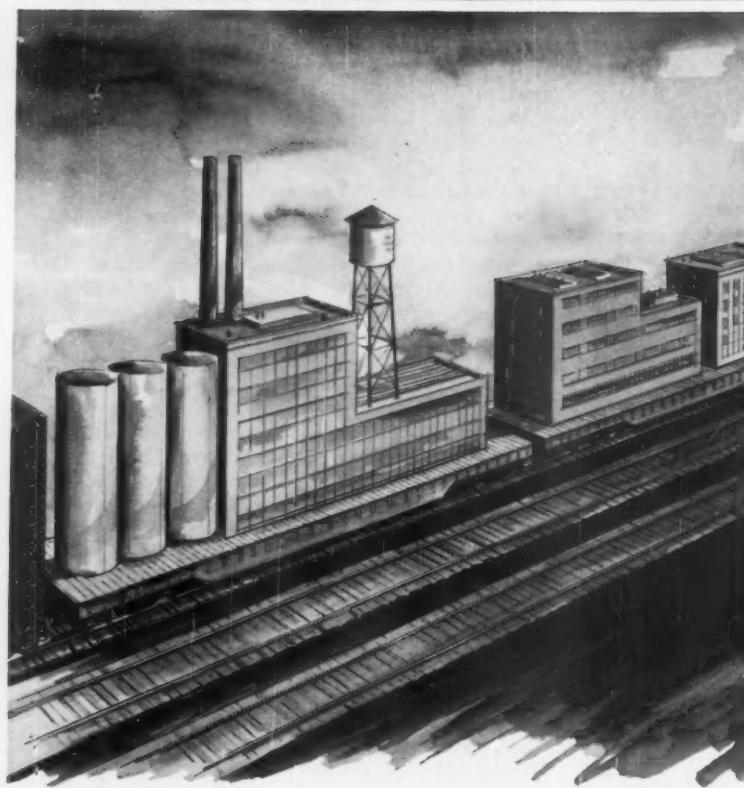
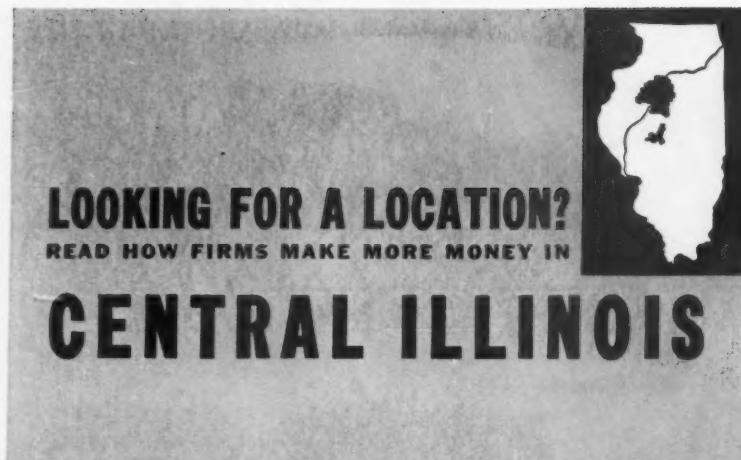
By now, the elements of physical distribution had assumed loose but tangible form. There was great promise on the horizon that the combination of the new sciences and old services could set new high standards for distribution and greatly reduced costs. The needs of World War II proved it.

With this conviction, the name D&W gave way to DISTRIBUTION AGE in 1945. Editorial scope was broadened to cover the movement of goods from the production line to the consumer.

For years, the editors were considered to be — in today's language — away out in space. Now, this leadership has developed quite a "fellowship." In the national interest we pray "May the tribe increase."

Unfortunately, there are some new, self-appointed authorities on distribution management who—like the three blind men examining an elephant—are introducing wrong concepts and definitions. They are creating confusion that could delay for years the complete acceptance of this new management science.

Despite seeming immodesty, we sincerely suggest careful scrutiny of all new academic concepts and principles in the field of physical distribution and its management. In time, they will correct themselves. But for now, there is only one authority—if you please—DISTRIBUTION AGE. In another 60 years there should be many.



Muirson Label Company first selected Peoria as a profit-making location in 1930. Expansion required a new plant in 1961 — and again Muirson chose Peoria, building in the new Pioneer Industrial Park to serve label and printing customers throughout the U.S., Canada, Mexico and overseas.

Nutrena Mills, Inc. finds a double advantage in a Central Illinois location. The by-products of nearby industries provide ingredients for livestock feeds, easily distributed from the Peoria "highway hub" in the center of one of the world's great agricultural regions.

Chris Hoerr & Son Co. recently occupied a huge, modern food warehouse built in East Peoria, Ill. This company reports that location midway between Chicago and St. Louis means rapid availability of goods, brought in quickly via excellent rail and truck facilities.

- • • • •
- **LAND IS NOW READY** •
- in Central Illinois for any •
- type of plant or ware- •
- house. Write for com- •
- plete, confidential •
- information on ample •
- labor, power, water, gas, •
- coal and transportation •
- . . . in a metropolitan •
- complex ranking as one of •
- the top 100 U.S. markets. •
- **Mark B. Townsend** •
- Area Development Director •
- • • • •

CENTRAL ILLINOIS LIGHT COMPANY
300 Liberty Street PEORIA, ILLINOIS

LETTERS TO THE EDITOR

Keep Back Copies

To The Editor:

For many years we have read your publication to great benefit, we always make back copies available to the young men who supplement our work force during the summer months.

Following **DISTRIBUTION AGE** as closely as we do, we are moved to comment on the decided changes we have seen over the past few months. It is now the usual thing for our eyes to be met with a colorful cover, an easy-to-read contents page, and a package of articles both informative and interesting.

Your business is probably a lot like ours, the little nice things go unnoticed until someone takes the time to write. Thanks for such an improved monthly, your efforts have paid off.

Amelia Sands
Rate Assistant
Sandwick Manufacturing Co.,
Mineola, Texas

Repossession of Articles

To The Editor:

We are writing to you with reference to repossession of articles stored for individuals which had been sold on a contract sale and the proper payments had not been made to selling companies.

We have always taken the position that if such companies will furnish us with a letter holding us harmless for any suit brought against us for release and will pay a pro-rate share of the storage charges, which are usually delinquent, we will release such articles to them.

Now, however, we have been advised by an attorney for one of these companies that such company is not liable for any storage charge and that we must release the merchandise to them without charge. We might add that under laws of the state of Alabama a contract sale under \$500 does not have to be recorded to be legal.

We will appreciate your advising how this situation is handled in other parts of the country and what are our legal rights in the state of Alabama. Does not a warehouseman's lien take precedence over any other liens on such articles? In the particular case mentioned above, the selling company had been aware that the article in question was stored in our warehouse and that we had been unable to make collection of our charges.

Abb Wooldridge, Jr.
Abb's Moving Service
Mobile, Alabama

Generally speaking, the owner of the goods, of course, would be liable for payment of the storage charges. On the other hand, if the goods were stored by the reposessing seller, he would be liable unless he would not assume any liability.—Leo T. Parker, Legal Consultant.

To The Editor:

We would like to request your opinion on the legal aspects of a situation which we have come across. A claim has been filed against us for damages while customer goods were in our possession. In transporting a laundry dry cleaning machine from one address to another within our city limits, we picked it up assuming that the customer had taken all the necessary precautions to protect his goods. During the time of transit, we broke a sight glass on the machine. The customer contends that due to the broken sight glass he sustained a loss of approximately 55 gal of cleaning fluid.

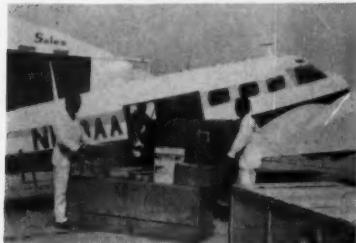
Now it has been discovered that no loss could have occurred if all of the valves were properly turned off. At this time let me point out that we declined the claim on the basis that our personnel advised us that there could not have been a loss of this quantity. They advised the customer that they would not be responsible for any loss of liquid. Needless to say, this conversation would not hold up in court. This machine or its workings are not known to our personnel. We are only aware of the physical nature and not the operational nature, therefore we feel that making sure all necessary valves are secured is the customer's responsibility.

May we have your opinion in regard to this matter.

A Warehouseman

Assuming that your customer had knowledge of the dangers involved in transporting this machine and he failed either to use care in packing it against damage, or failed to inform you of these hazards, it is my opinion you are not liable for the financial losses sustained by your customer.—Leo T. Parker, Legal Consultant.

New Air Charter Service



Special Air Services, Inc., offers a combination passenger-cargo service to commercial concerns. This service is designed to transport small groups and cargoes to out of the way places in a hurry. Service is available to over 6000 airports in the U. S. and Canada

Fastest Draw In The West!

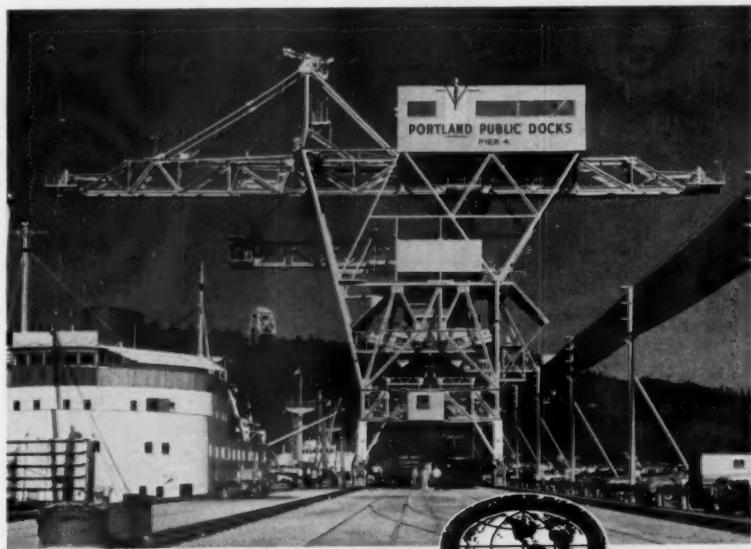
And what a draw Portland's giant new straight-line bulk unloader furnishes . . . 900 tons-an-hour—the only facility of its kind on the Pacific Coast.

Backed up by a 140-car rail yard and huge open storage space, Portland's new unloader provides the cheapest and fastest transfer from deepwater ship to domestic carrier. It will handle all types of vessels—all types of dry bulk cargoes.

If you import dry bulks—or are in the market for an industrial plant site with access to a high-speed bulk discharging pier—set your sights on Portland Harbor where YOU pocket the savings from modern cargo handling!

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Which National Lease plan fits your trucking needs?



• THE CHANGE-OVER PLAN

We take over all of your present truck and maintenance problems, help you reorganize your truck facilities and personnel. We supply you with new vehicles, engineered and painted to your exact requirements, or will buy and recondition your present fleet.

• THE ADD-A-TRUCK PLAN

As your business expands, don't use vital capital for more trucks, *lease* new ones as needed.

• THE TRUCK RETIREMENT PLAN

As each truck in your fleet needs replacement, instead of buying a new one, *lease* it. In a few years all your vehicles are leased.

• THE PILOT PLAN

Instead of switching from ownership to leasing in all locations, select one location (or division) for a "pilot" operation using full-service leased trucks, comparing costs and headaches with trucks which you still own and maintain.

Lease a new CHEVROLET or other fine truck. No investment, no upkeep, no headaches.

LEASE FOR PROFIT—NATIONAL LEASE full-service truckleasing supplies everything but the driver. Licensed, insured trucks, engineered and painted to your needs, garaged and expertly maintained. ONE invoice, NO worries. Devote your full time, ALL your capital to your own business!



National know-how, local controls—write for literature.

NATIONAL TRUCK LEASING SYSTEM

Serving Principal Cities in the U.S. and Canada

23 E. Jackson Blvd., Suite 6-12, Chicago, Ill.

Coming Events

Dec. 4—National Furniture Warehousemen's Association, Long Distance Moving Expense Seminar, San Francisco, Calif.

Dec. 4-7—Asphalt Institute, Annual Meeting, Shoreham Hotel, Washington, D.C.

Dec. 7—Northern California Section of the Institute of Food Technologists, Annual Meeting, San Francisco, Calif.

Dec. 8—National Furniture Warehousemen's Association, Long Distance Moving Expense Seminar, Los Angeles, Calif.

1962

Jan. 24—National Furniture Warehousemen's Association, Long Distance Moving Expense Seminar, Topeka, Kan.

Jan. 28-31—Truck-Trailer Mfrs. Assn., 21st Annual Convention, Riviera Hotel, Palm Springs, Calif.

Feb. 5-9—American Management Association, Product Distribution Management Seminar, AMA Academy, Saranac Lake, N.Y.

Feb. 6-8—Material Handling Institute, Inc., Industrial Truck Assn., Mono-Rail Mfrs. Assn., Early Spring Meeting, Hilton Inn, Atlanta, Ga.

Feb. 7-9—American Management Association, Traffic Function Organization Workshop, Hotel Astor, New York, N.Y.

Feb. 12-14—American Management Association, Private Truck Fleet Operation Workshop, Statler-Hilton, Dallas, Texas

Feb. 26-28—American Management Association, Order Picking, Packing, and Warehousing Seminar, Hotel Astor, New York, N.Y.

Now available:
1,273 "branch houses" in major distribution centers

AWA offers *instant warehousing everywhere*—for your new products and changing markets. For flexibility and economy, public warehousing is the profitable answer. Investigate the competitive advantages of the AWA Pay-as-you-use Plan.

Write for Free Directory listing locations and space availabilities to fit your needs



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NEWS from GOULD

in '62

WATCH

FOR OUR

JANUARY

ANNOUNCEMENT

INDUSTRIAL BATTERY DIVISION

GOULD-NATIONAL

BATTERIES, INC., St. Paul 1, Minn.



The cellar of this farmhouse houses the essential records of the National Paperboard Association and Fibre Box Association. These two groups maintain a joint national emergency headquarters here which can be activated in event of nuclear attack. This Virginia farmhouse is far away from any large city which would be a prime target and is protected from the dangers of radioactive fallout. A room about 12 x 16 ft provides double-walled protection against radiation. Surrounding hills and water ponds assure further safety from the radiation hazard.

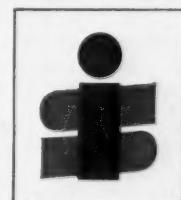


4 MILLION DOLLARS!

This is the new equipment investment Interstate System made recently with *you* in mind. Now in operation throughout our 24-state authority are 100 new tandem axle diesel tractors, 50 new single axle diesel tractors and 300 new volume vans—65 with Evans loaders. Their addition gives us the largest, most modern fleet of heavy duty equipment serving America's industrial heartland. The next time you have a truckload that has to move fast, call Interstate. We're in the Yellow Pages.

INTERSTATE SYSTEM

MORE THAN A TRUCK LINE...A TRANSPORTATION SYSTEM



Men in the News

Traffic—

Oliver H. Stieber—named assistant general traffic manager of Crown-Zellerbach Corporation, of San Francisco, Calif.

John V. Lawrence, A. W. Koehler, A. W. Wuerker—appointed consultants to the Interstate Commerce Commission.

John G. L. Crain—associated as a consultant to Haas Realty, Inc., Los Angeles, for industrial realty problems.



Theodore E. Jasen—appointed general traffic manager of the Babcock and Wilcox Company's Boiler Division.

William Paynton—appointed traffic manager of Federal Industries, a division of Textron, Inc., of Belleville, N. J.



G. H. Swift—delegated responsibility for purchasing, transportation, public relations, and commercial research for Swift and Co., Chicago.

Warehousing—Public

George A. Pendleton—chosen as manager of the newly-created Nu-Way Division of the Aero Mayflower Transit Co. The division will handle furniture and special commodities.

Marion H. Willis—appointed vice president and general manager of warehousing and leasing operations of D. H. Overmyer Warehouse Co. in the Toledo, O., area.

Robert R. Ochsner—named manager of Republic Van Lines' branch office at Detroit, Mich. He succeeds Robert J. Warner, who was promoted to regional sales manager of the San Francisco area.

Charles D. Morgan—re-elected chairman of the board and chief executive officer of Allied Van Lines, Inc. He is chairman of the board of Morgan Brothers Fireproof Storage



Warehouse and Manhattan Storage Co., both in New York.



Theodore Sofia, Jr.—elected to the board of directors of the New York Chapter of the National Defense Association. He is executive vice president of Sofia Intra-Global Movers and a director of Global Van Lines, Inc.

Martin J. Touhy—appointed executive manager, and **Mrs. Helen Hodges Terreforte** elected assistant treasurer and office sales manager of the American Chain of Warehouses, Inc., New York, N. Y.

Transportation—Air

George E. Keck—takes the position of executive vice president-operations of United Air Lines. **Fred A. Brown**—elected senior vice president-transportation succeeding D. F. Magarrell, who will retire early next year. **P. A. Wood**—succeeds Keck as vice president-base maintenance at San Francisco. **C. E. Haneline**—elected vice president-transportation services (east) at Pittsburgh.

Roland Hawkins—made cargo services manager of the North, Central American, and Caribbean division of Air France.

—Highway

N. H. Grayson—vice president and general manager-Refrigerated Division, Ringsby Truck Lines, Inc., Denver, Col. **Grant A. Nelson**—vice president-claims. **David Newton**—vice president and general manager-Bulk Commodities Division. **Glenn Rowley**—vice president-line operations. **J. F. Trimmer**—vice president-personnel and safety. **C. W. Ingram**—named manager of Ringsby's Omaha, Neb., Refrigerated Division.

Calvin C. Clymo—appointed vice president and general manager of Interstate Express Car Corp., Denver, Colo.

Kenneth R. Peterson—made purchasing manager-Fruehauf Division of Fruehauf Trailer Co., Detroit.

Henry D. McMullen—promoted to national sales manager for Ryder Tank Line, Inc., a subsidiary of Ryder System, Inc.

Gene T. West—joins Consolidated Freightways as director of traffic with headquarters at Menlo Park, Calif.

Robert J. Bernard—appointed commerce attorney for the Greyhound Corp., Chicago, Illinois.

Dr. Milton D. Ratner—named group chairman of the trucking and warehousing industries for the annual Crusade of Mercy Campaign in Chicago. Ratner is president of Midwest Emery Freight System, Inc.

Kenneth N. Beadle—chosen to receive the American Trucking Associations' Safety Director Award.

Frank J. Max, Jr.—named president of a newly formed corporation of truck leasing agencies, Truck Rental Co., Inc., Baltimore, Md.

Myron B. Webster—made terminal manager of the Toledo, O., terminal of Specter Freight System, Inc.

R. W. Huffman—elected a vice president of East Texas Motor Freight Lines, Dallas, Tex. He will continue in his present post of safety director.

—Rail

Mallory J. Craig—elevated to vice president-traffic of the Toledo, Peoria and Western Railroad Co.

—Water

Robert Dickey—new president and general manager of Union Barge Line Corp., a subsidiary of Dravo Corp., Pittsburgh, Pa.

Ronald W. Alexander—sworn in as administrator of the United States Maritime Administration of the Dept. of Commerce.

Paul MacMurray—named executive director of the Delaware River Port Authority.

Materials Handling

H. Thomas Hallowell—cited for service in standardization by the Standard Engineers Society. Hallowell is with Standard Pressed Steel Co., of Jenkintown, Pa.

Dr. Stanley Hills—joins the staff of the Industrial Group of the Electric Storage Battery Co.

Richard E. McCoach—appointed to the post of manager of industrial sales of American Hoist and Derrick Co.

Lee Cirillo—named electric truck product manager for Towlmotor Corp., Cleveland, O.

Gene L. Bego—new general sales manager of the B. F. Goodrich Industrial Products Co.

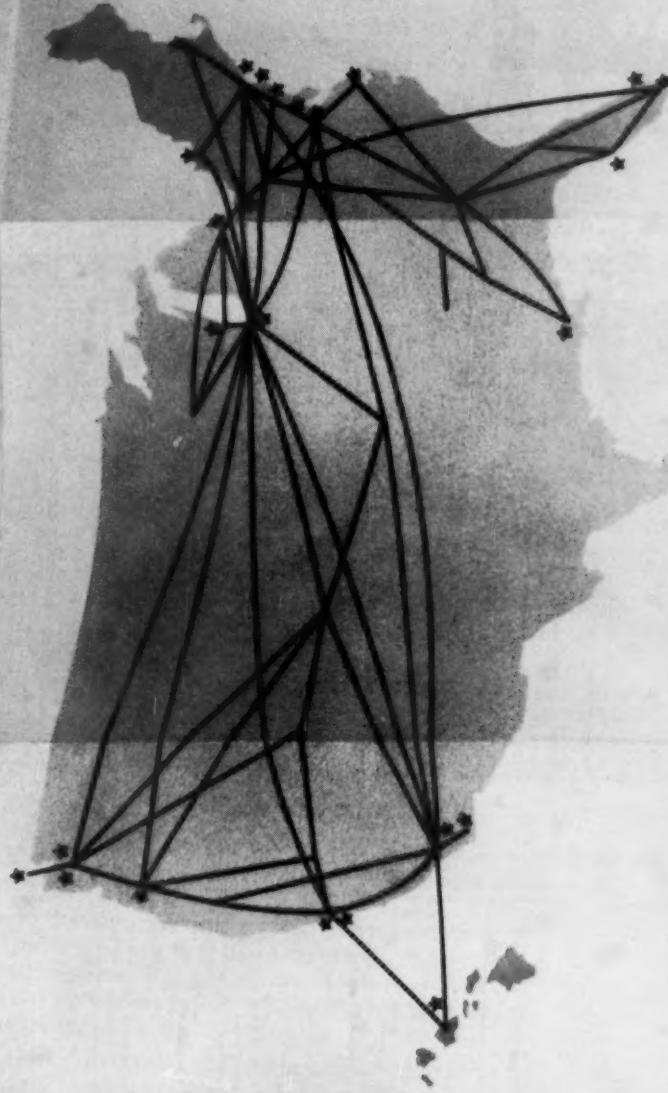
Containerization/Packaging

Ira C. Keller, O. C. Majors, Ralph A. Wilkins, E. E. Cypert, William H. Walters, Leo H. Schoenhofen—all re-elected directors of the National Paperboard Association and the Fibre Box Association.

Obituary

Guy D. Cooper, president and chief executive officer of Cooper-Jarrett, Inc., died during the recent American Trucking Associations convention in Washington, D. C.

★ VANCOUVER
 SEATTLE
 TACOMA
 PORTLAND
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United Air Lines—Best Link to the Gateways of the World*

Cargo shippers who set their sights on international targets should look to United Air Lines as the most convenient way to their destinations. United serves more U. S. points of entry than any other airline...the cities where air cargo and freight leave the U. S. on the way to world markets.

And United's interline agreements with international carriers mean your shipments can go anywhere in the world with a single airbill.

In addition, United...with the world's largest jet fleet...serves more U. S. cities with more jets than any other airline, assuring schedule convenience for your cargo. You can choose between jets or fast cargoliners and be sure your special problems will be handled with Extra Care every mile of the way.

Reach the Gateways of the World by United Air Lines. Call your local United office today.



WORLD'S LARGEST JET FLEET / THE EXTRA CARE AIRLINE



End Use Distribution of Fibre Boxes, 1951-60

[Percentage of total shipments]

End use	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951
Food and kindred products	28.2	27.9	28.5	29.0	29.1	27.7	30.0	35.5	37.2	36.2
Tobacco	0.8	0.8	0.8	0.8	1.0	1.3	1.3	1.0	1.1	1.1
Textile mill products	3.7	3.7	3.5	3.5	3.4	3.9	3.9	5.0	4.7	4.5
Apparel	1.4	1.5	1.5	1.2	1.3	1.2	1.3	1.8	2.5	2.8
Lumber and wood products, except furniture.....	0.8	1.0	0.9	0.5	0.7	0.9	0.9	1.7	2.1	2.1
Furniture and fixtures	5.4	4.9	5.2	5.1	6.0	5.6	5.6	4.7	4.5	4.2
Paper and allied products	9.9	9.6	9.4	9.0	8.7	8.6	8.8	8.3	7.2	7.5
Printing, publishing, and allied industries.....	1.5	1.3	1.3	1.3	1.2	1.1	1.0	0.9	1.0	0.9
Chemicals and allied industries	6.3	5.9	5.7	6.0	5.8	6.3	6.3	6.1	6.6	6.6
Products of petroleum and coal	1.7	1.9	2.0	2.5	1.9	2.4	2.4	1.8	2.0	2.1
Rubber products.....	1.9	2.0	1.7	1.9	1.7	1.7	1.6	1.1	1.1	1.1
Leather and leather products	0.4	0.5	0.6	0.5	0.4	0.4	0.4	0.5	0.4	0.5
Stone, clay, and glass products	8.6	9.1	9.1	9.1	8.2	9.5	8.6	7.1	6.7	5.6
Primary metal industries	1.1	1.2	1.1	1.0	1.2	1.2	1.3	0.7	0.5	0.6
Fabricated metal products.....	6.9	7.1	7.1	6.3	5.9	5.5	5.1	4.7	4.5	4.4
Machinery, except electrical.....	2.5	3.0	3.0	3.3	3.7	3.2	3.2	2.5	2.0	2.3
Electrical machinery, equipment, and supplies	6.1	6.6	6.2	6.9	8.1	7.2	6.4	7.1	7.0	7.7
Transportation equipment	3.8	3.8	3.7	3.4	3.7	4.5	4.3	2.9	3.0	3.0
Professional and scientific instruments	0.7	0.6	0.8	0.5	0.6	0.4	0.5	0.4	0.7	0.9
Miscellaneous manufacturing industries	8.0	7.3	7.6	7.9	7.1	7.1	6.9	6.0	4.8	4.7
Government	0.3	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.4	1.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Source: Fibre Box Association.

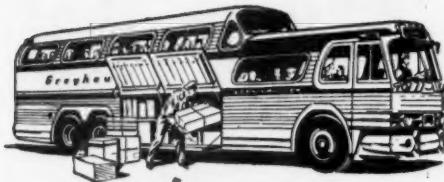
End Use Distribution of Set-up Paper Boxes, 1956-60

[Percent of total shipments]

End use	1960	1959	1958	1957	1956
Cosmetics, including soap	5.1	4.1	2.4	2.6	2.6
Confections	7.3	9.6	7.7	7.9	8.5
Drugs, chemicals, and pharmaceuticals	6.3	2.5	1.9	4.5	3.5
Textiles, wearing apparel, and hosiery	24.1	29.0	26.6	23.5	22.0
Department stores and other retail stores.....	15.3	15.3	13.5	14.7	15.9
Jewelry and silverware	4.9	1.8	7.1	9.1	9.5
Stationery and office supplies.....	7.2	7.5	5.5	5.0	6.5
Hardware, household, and auto supplies	6.7	6.9	6.7	7.5	6.7
Toys and games	2.7	2.0	2.4	1.8	3.0
Shoes and leather goods	4.9	6.2	6.5	4.7	5.4
Food and beverages	1.2	1.2	0.8	1.0	1.0
Photographic products and supplies	3.9	3.1	0.7	1.7	2.1
Sporting goods	1.0	1.1	1.0	1.5	1.2
Other major customers	2.9	4.3	7.6	1.8	12.3
Miscellaneous	6.4	5.3	9.4	13.0	
Total	100.0	100.0	100.0	100.0	100.0

Source: National Paper Box Manufacturers Association.

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SAME DAY!



Got a shipment going hundreds of miles? Get it out by 9 A.M....it arrives the same day! Got a shipment going about 50 miles? Ship it out around 9 A.M....it's there by noon!

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You can ship anytime. Your packages go on regular Greyhound passenger buses. Greyhound Package Express operates twenty-four hours a day...seven days a week...including weekends and holidays. What's more, you can send C.O.D., Collect, Prepaid...or open a charge account.

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Dept. M4, 140 Dearborn St., Chicago 3, Illinois

Gentlemen: Please send us complete information on Greyhound Package Express service...including rates and routes. We understand that our company assumes no cost or obligation.

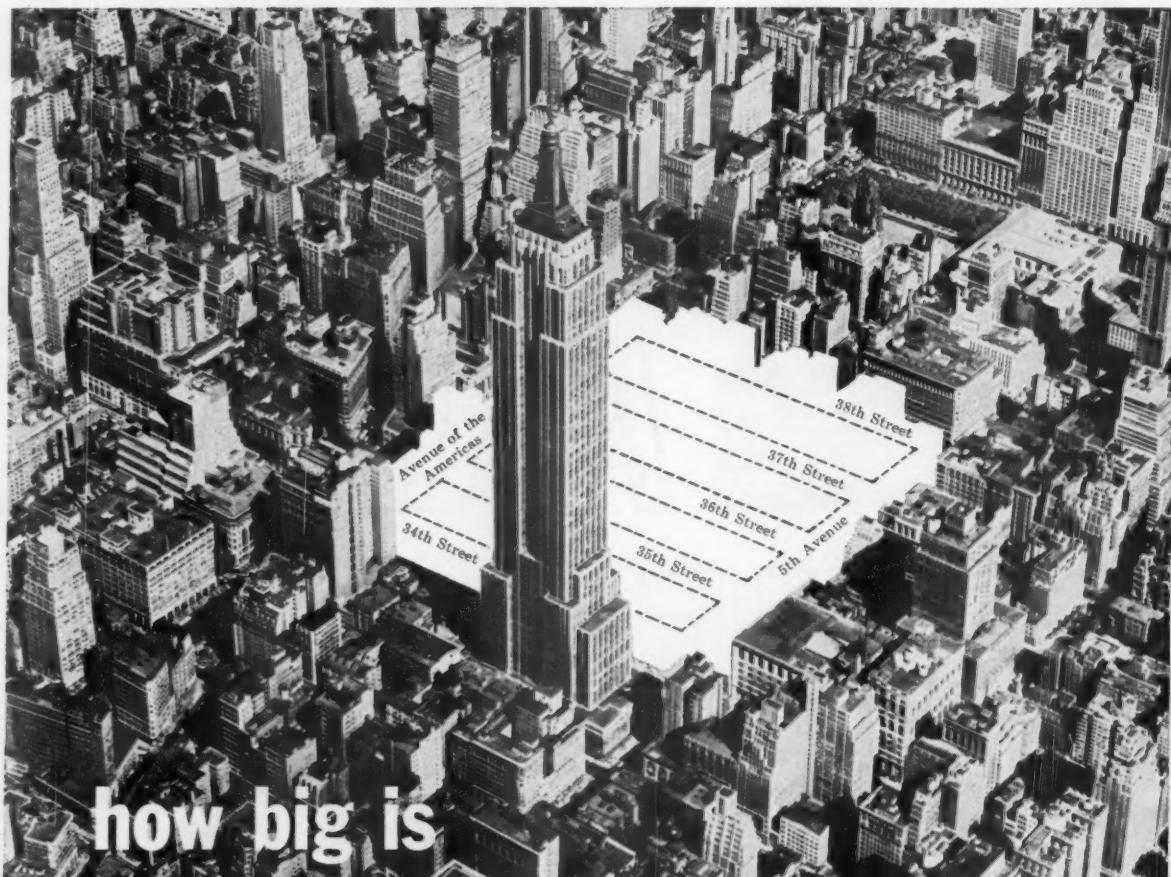
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New York, Susquehanna & Western Railroad sidings. Accommodates 28 full size freight cars or 36 trucks in its building or three 600-foot long cargo vessels at its piers. Matter of fact, Marine Terminal can accommodate 129 freight cars on its sidings!

Marine Terminal Offers More!

- Attractive combination rates
- Low insurance rates
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Write For More Information

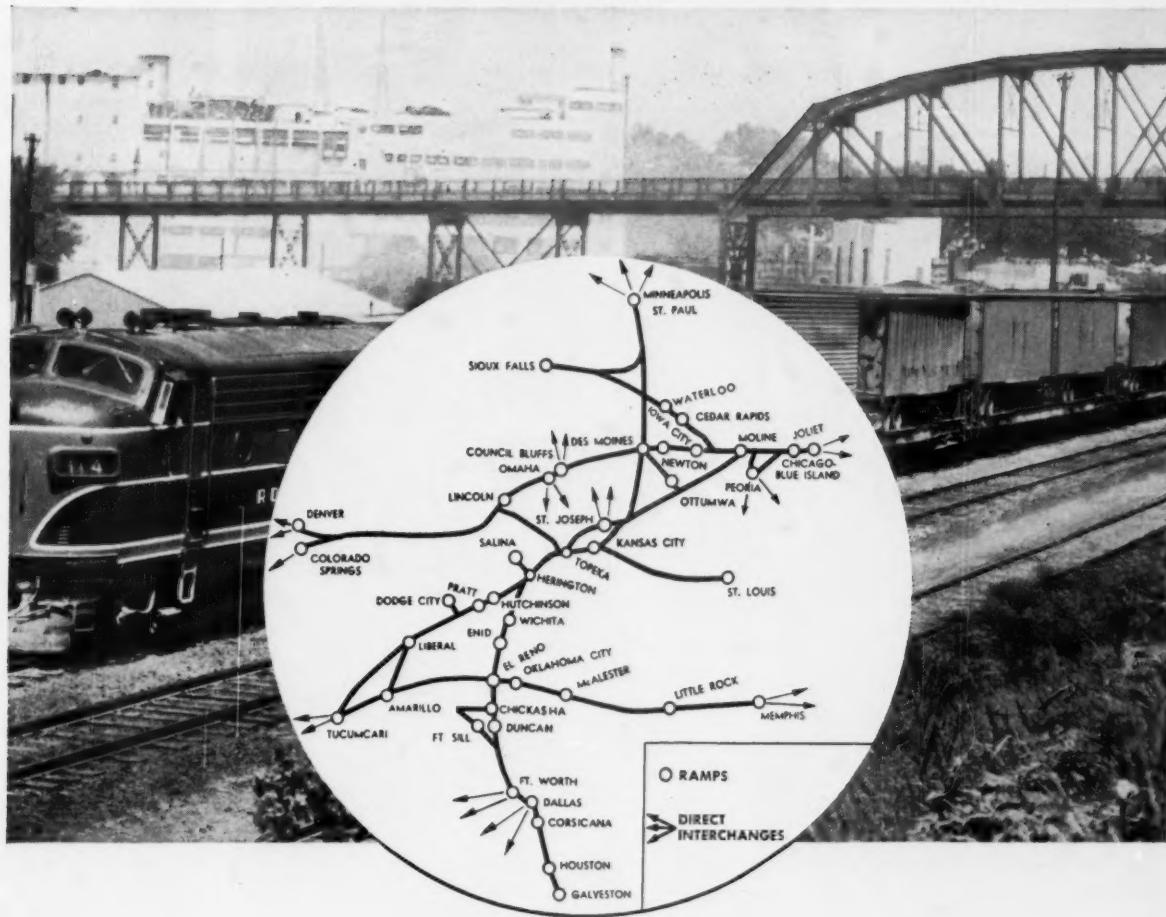
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MARINE TERMINAL CORP. OF
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Strategically located piggyback ramps ...another good reason for shipping Rock Island

The optimum piggyback service combines the efficiency of long hauls by rail, the economy of short hauls by truck. What makes this ideal combination possible is the existence of piggyback facilities in numerous key areas.

The Rock Island map above shows how piggyback ramps blanket the system—and how, if the destination of your shipment is outside Rock Island territory, you can reach into every corner of the nation through Rock Island's direct interchanges with other railroads.

So capitalize on this complete transportation service. Next time you ship piggyback, ship via the Rock Island railroad. Get the benefit of strategically located ramps and direct interchange points... plus equipment engineered to meet your requirements... plus the services of experienced, conscientious personnel... plus a shipping plan that best fits your needs.

Your Rock Island traffic representative will be glad to help you put this effective combination to work. Why don't you get in touch with him today, or consult...



ROCK ISLAND LINES

A. J. FERRELL
Freight Traffic Manager
La Salle Station, Chicago 5



FLYING TIGER LINE

OFFICIAL AIRFREIGHT TARIFF



FLYING TIGER LINE

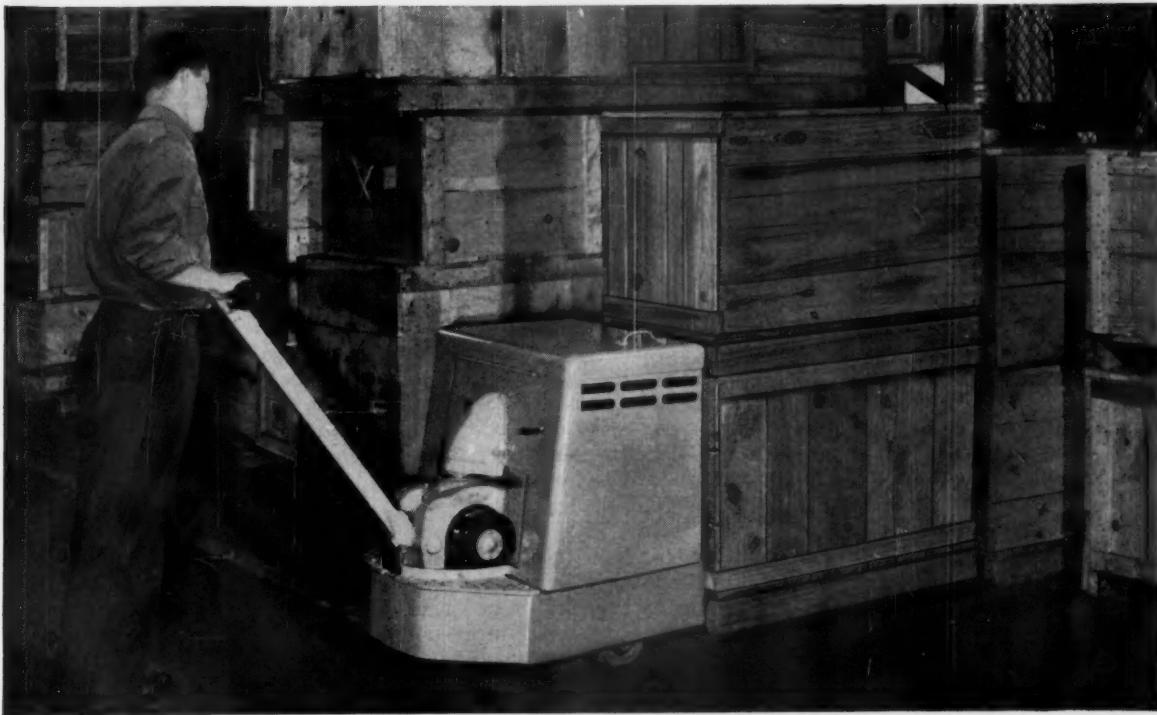
The ink's still wet

This is the brand new Flying Tiger Tariff. It lists a new Tiger rate for everything and anything shippable. Some rates have been reduced as much as 37%. Many are competitive with surface rates! Based on class or specific commodity rates, the new Tariff offers you the most sensible and most complete rate structure in

the airfreight industry. And only Tigers have it! No matter how, where or what you ship or receive, the new Tiger Tariff could be your most important guide. Find out. Call or write the Airfreight Specialist at your nearest Flying Tiger office. And be sure to ask about Tigers' specific commodity rates for volume shipments.

EXIDE POWER PACKAGE

Exide Industrial Marketing Division, The Electric Storage Battery Company, Philadelphia 20, Pa.

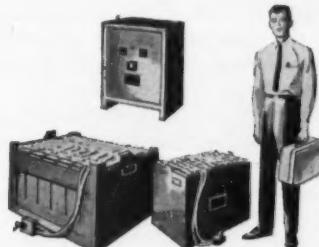


Extra economy assurance for your new walkie-type truck—the Exide guarantee of battery life equal to truck life.

BATTERY GUARANTEED FOR LIFE OF TRUCK

Let's say you're about to buy a new walkie-type electric industrial truck. You want long battery life for maximum economy, and you don't want the nuisance of ever replacing the battery, if you can avoid it. Well, this is the Exide offer:

For walkie-type low lift trucks and hand tractors, the recommended Exide nickel-iron-alkaline battery (the type invented by Thomas A. Edison) is guaranteed for the life of the truck—provided the truck remains in your possession and approved maintenance procedures are followed.



The Exide Power Package. Recommended battery and charger from the world's broadest lines—plus factory-quality service to cover both.

This is not a reckless offer. Exide knows from countless actual performance records that these batteries readily give this kind of life. Many Exide nickel-iron-alkaline batteries have been used in walkie-truck service for upwards of 20 years and are still going strong. So the plain fact is that we are simply giving you positive assurance of battery value that is already there anyway.

Long life is one of the characteristics of Exide nickel-iron-alkaline batteries. They have other unique advantages too. They are lighter in weight than other batteries. They give off no corrosive fumes during use or while charging. And they can be stored indefinitely without injury. This is of special value during seasonal shutdowns or other inactive periods. All you do is discharge the battery, short-circuit the terminals and store in a clean, dry place.

Of course, for any type electric industrial truck—walkie, rider, or narrow-aisle—the maximum power economy depends on three factors: the right battery for the job, a charger to match, and needed service. This combination is the Exide Power Package.

Your Exide representative studies your requirements, then recommends the battery best for your needs from the broad Exide line. He is completely objective in determining your needs because Exide offers all types: Exide-Ironclad with tubular positive plates, Exide-Powerclad premium flat-plate, and Exide nickel-iron-alkaline. Exide chargers are available in both motor-generator and silicon rectifier types and in sizes to cover all needs. Exide service men are coast to coast, all factory trained on batteries and chargers.

The Exide Power Package is your easiest way to get not only maximum battery life in your applications, but maximum battery economy year after year. Write for details. Exide Industrial Marketing Division, The Electric Storage Battery Company, Philadelphia 20, Pa.

Exide®

DISTRIBUTION

MANAGEMENT

Functions of the DM

By J. S. Wilson,

*General Traffic Manager,
Sunshine Biscuits, Inc.*

THE GREATEST cost increases during recent years for most industries has been that associated with distribution. This is particularly true in the food and related consumer goods fields.

A great need has been experienced for coordinating the inbound and outbound movements that combine to make the over-all concept of distribution management actually work. The level of inventory that must be carried in the primary plant, together with the warehouses where national markets are serviced, must be decided upon with the help of many departments. But, from this point, it is far more complicated.

Although coordination such as this is usually attained to some degree without one manager, it never completely functions at top efficiency. Individual responsibilities and areas of interest often hamper and impede rapid decisions. This is a serious problem in the teamwork approach.

Coordinating all the decision-making capacities under a single command is not always easily attained. The rivalries for power between various command heads is minimized while reporting to a single source when the transition can be made. With firms that have traditional organization structures, it is slightly more difficult to completely align and accept this new approach because many prejudices and methods of action have been built up in the past through normal every-day activities.

Even after the understanding of distribution management is accepted, a problem arises as to what

individual is most appropriately educated and equipped to handle this new and highly complex part of the business. The traffic manager usually makes first claim. But equal enthusiasm is expressed by the materials handling executive, purchasing agent, packaging engineer, and warehouse managers, who also consider themselves to be appropriately qualified for this new position.

Selection depends on the company being analyzed. More important, however, is not necessarily the person's position, but the individual and his particular ability. Flexibility is probably the most important part of the individual's makeup.

The Sunshine Biscuit Co. recognized many of these factors in 1949 when it established the position of vice president of distribution and selected the general traffic manager to staff this position.

Under the new organizational change, the functions of traffic, warehousing, materials handling and real estate were incorporated into the single command. This responsibility, therefore, extends to cover freight rates and routings, packaging analysis, coordination of materials, inbound and outbound shipments, administration of equipment that was owned or leased by a company, establishment of contracts with motor carriers, dealers and accessory suppliers throughout the country, assembling statistical information on movements of company products, together with those projecting the economic de-

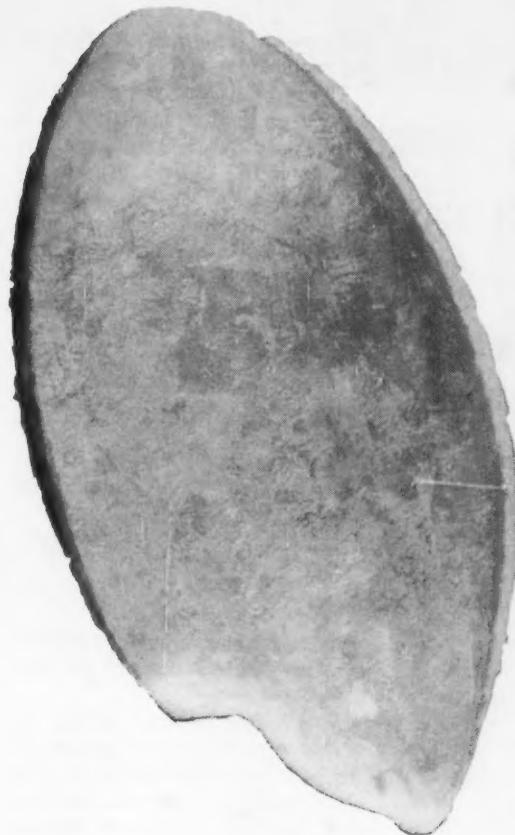
sirability of new bakeries or warehouses (such as population and total sales of bakery products within the area and what percentage of these Sunshine participates in), handling all passenger reservations for company personnel, and other miscellaneous services with carriers. This completes the function of transportation.

Warehousing and materials handling is also encompassed. This function includes the selection of new materials handling equipment, establishing new procedures for warehousing, carloading and truck-loading, assisting in designing specifications for the warehouses and bakeries, establishing the side track and other operating agreements for the warehouses and bakeries, developing new systems of handling, and many related types of studies.

Under the real estate section, the responsibilities are to purchase the land for warehouses, bakeries or other facilities, work up specifications, obtain the contractor, determine whether facilities should be built and owned by the company or built by outside firms and leased back to the company or outright leased, work with architects in the design of the proposed structure, work with contractors in progressing the plans and handle all scheduling during the transition from other points of production.

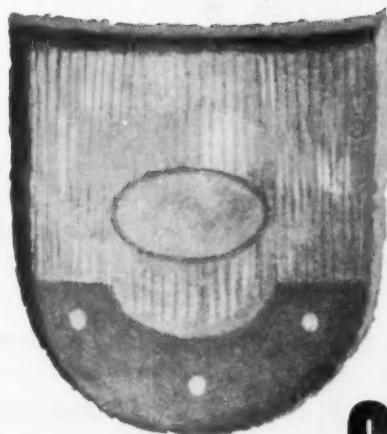
There is a continuing trend in business to accept physical distribution as being the remaining one in achieving economies. Labor and materials have nearly reached their point of maximum efficiency, while distribution still represents a challenge to industrial management. •

EDITOR'S NOTE: This feature is based on a speech delivered by Mr. Wilson recently before the Gotham Chapter No. 31 of Delta Nu Alpha Transportation Fraternity in New York.



Big step to better shipping

*...and lowered
over-all
distribution costs!*



*Seaboard is keeping ahead
of the fast-growing demand for
economical Piggyback service.*

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IT'S SEABOARD*



THE ROUTE OF COURTEOUS SERVICE

DISTRIBUTION AGE, DECEMBER 1961

highlights

Conveyors Speed Mail in New Center

THE 3 million lb of U. S. mail going in and out of the Southern Pacific mail handling facility at Oakland, Calif., every day are now riding a new conveyor system that carries 45 mail bags a minute. That is 60 per cent faster than the previous methods used.

Prime movers in the system are 16 mechanical conveyor units equipped with 2600 ft of rubber belting that move at speeds up to 300 fpm.

The new mail conveyors, designed and installed for Southern Pacific by Link-Belt Co., carry heavier loads and involve more mechanical equipment than present airport luggage-handling installations. The system employs slider bed and idler units to give the belting maximum speed and smooth operation while carrying mail bags and parcels that average 50 lb each.

One mail bag, followed from the far end of the belt conveyor to the dispatching center, takes only 4½

minutes. It travels a 1000-ft sorting route.

Three different types of belting were used in this operation. Belt widths used were 18, 30, and 42 in.

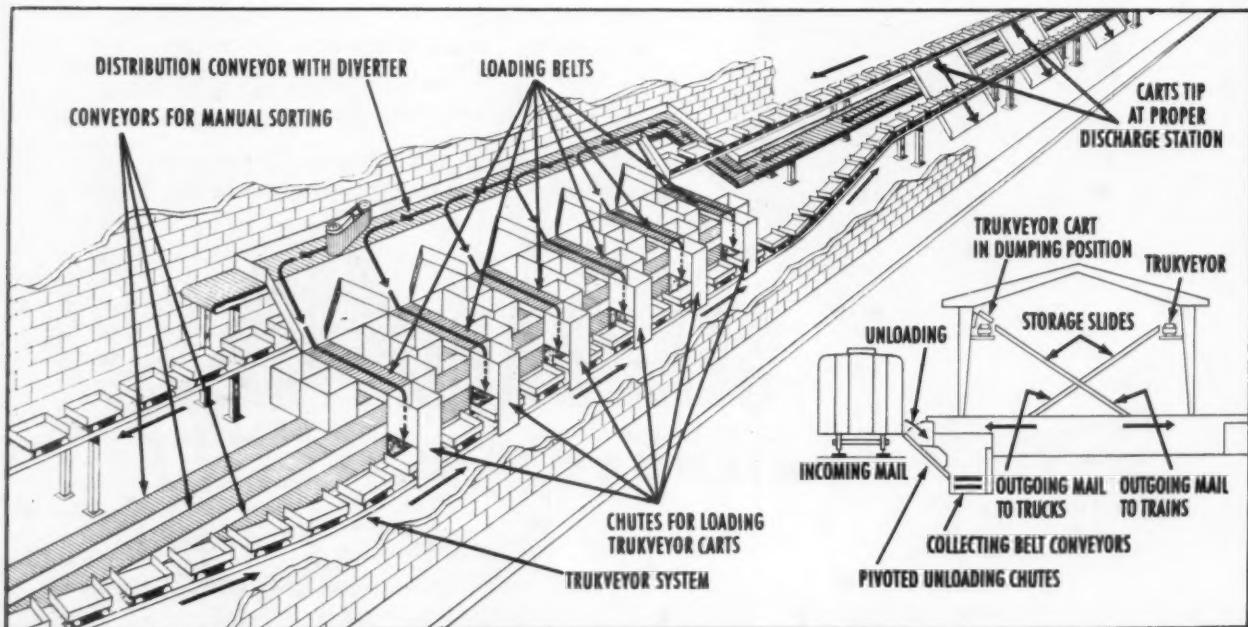
Four of the 16 belts operate below ground (under the dock-high railroad platforms) to carry mail from trucks and trains to the dispatching center. At street level, 158 chutes, each 5 ft wide, receive each load of mail and discharge it onto 42-in. wide conveyor belts. When not in use, the chutes close up to become part of the dock itself.

Supervisors in charge of the Southern Pacific mail handling fa-

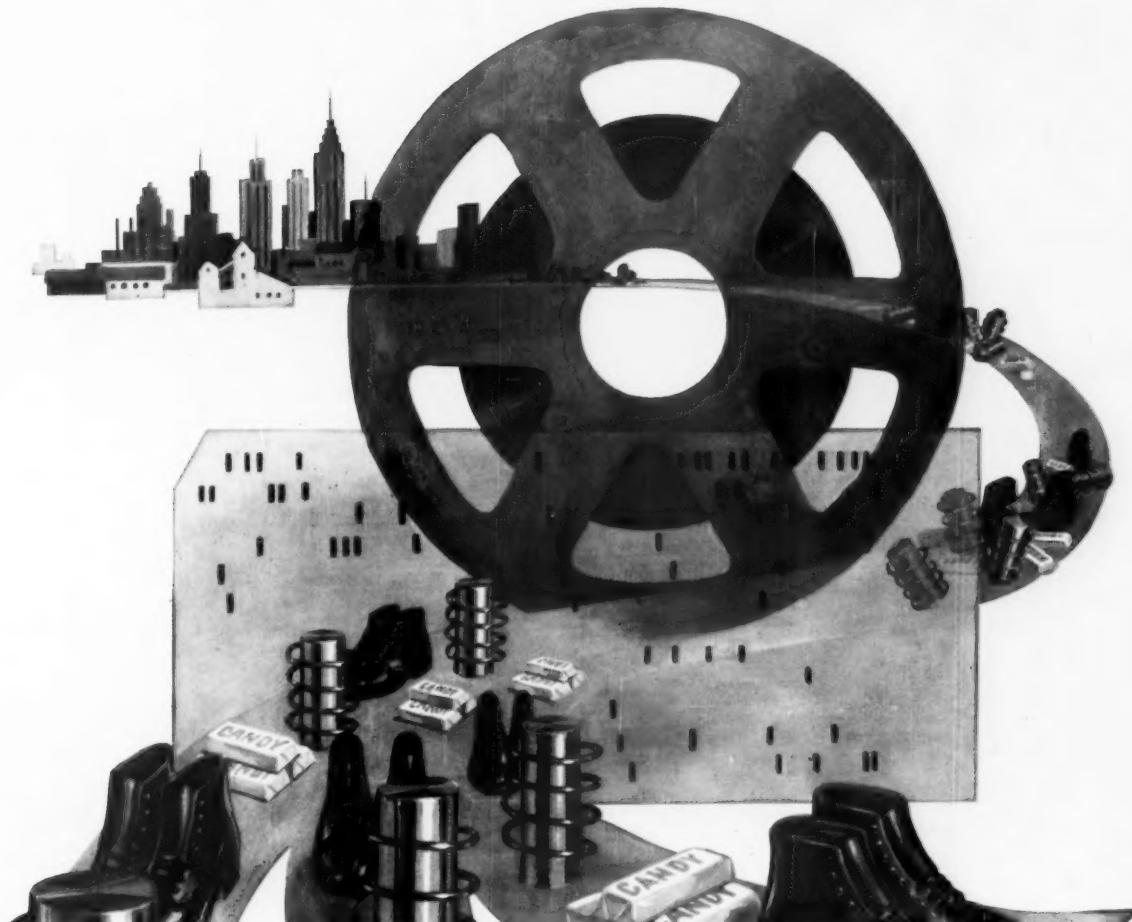
cility figure an average of 3,240,000 lb of mail go in and out of the Oakland depot every day.

The rubber belting used in the conveyor operation was supplied by the B. F. Goodrich Rubber Co. The main horizontal lengths, inclined portions, feeder belts, and trippers each required a different type of belting to provide proper flexibility and strength for trouble-free operation.

The operation is diagrammed below. •



"Pushbutton control" . . . Eastern's electronic data processing equipment provides a valuable inventory control service to motor carrier shippers



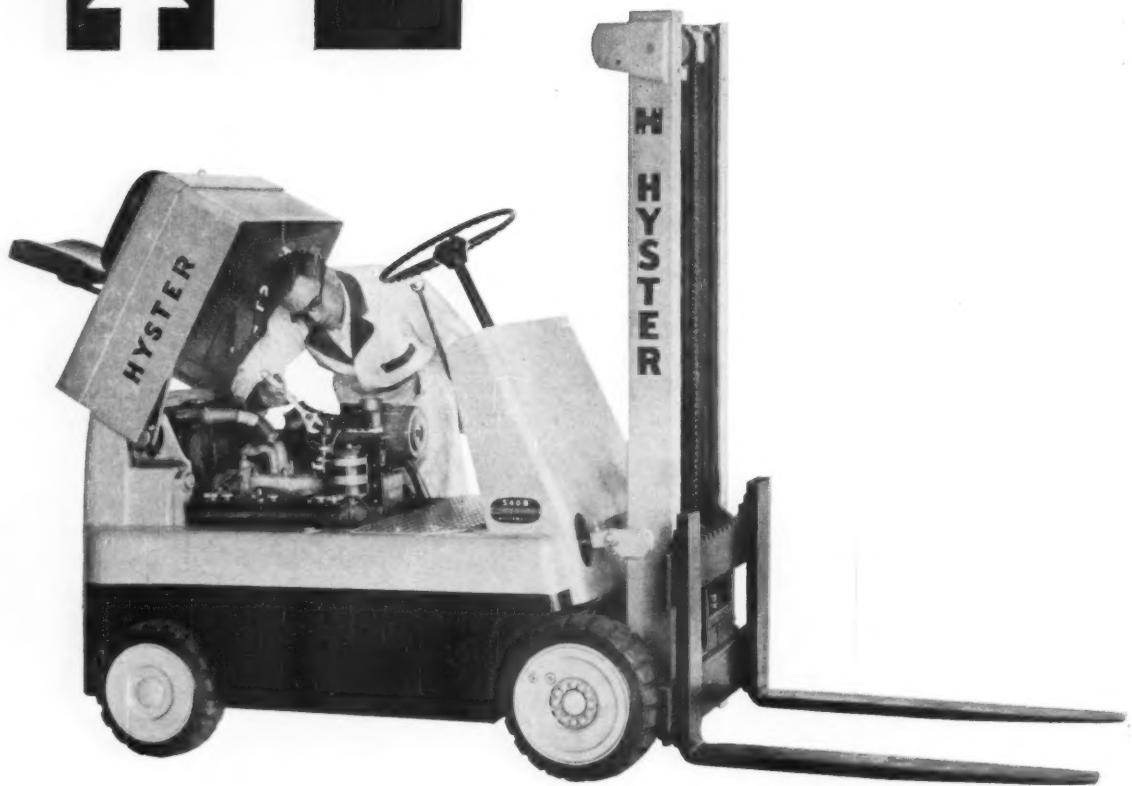
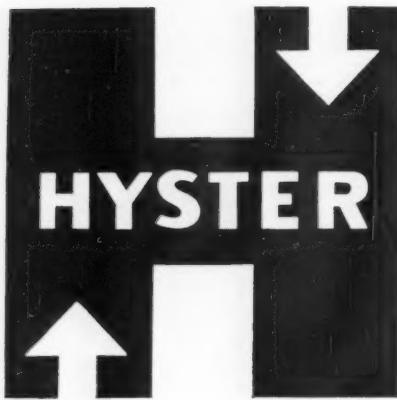
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Every machine used in industry needs a certain amount of "down time". Hyster lift trucks take less time off than other makes. First, Hyster trucks are rugged, and seldom laid up for repairs. Second, instant access to the engine compartment encourages

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Accessibility is one of a long list of engineering advantages of Hyster-built equipment. If you have a job for industrial trucks, call your Hyster dealer for full information. This is the line that sets the engineering pace for *all* lift trucks.

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Public warehouses build for service

DISTRIBUTION AGE's current survey of the public warehouse industry reveals an interesting pattern of growth and change. While there are some newcomers into the field, the real growth is from within. Nearly half of the warehouse operators participating in this survey have some kind of a building modernization or expansion program in progress or on the drawing boards.

The change is indicated in the nature of services being offered. One of the changes has to do with kind of goods accepted for storage. Instead of limiting their services to either general merchandise, household goods, or refrigerated products, they combine two types. A small number even offer all three types of storage. The extent of these multiple services and the types of combinations are shown in Column 1, Table I.

Services Are Combined

The first column shows a number. This indicates the number of warehouses replying to the questions in the table. The following letter of the alphabet codes the type of operation. The letter A stands for general merchandise warehousing. Letters B and C stand for household goods and cold storage, respectively.

The various combinations of those letters indicate the different types of services offered. Their arrangement indicates the respective volume handled. For example, the combination ACB indicates that these warehouses have general merchandise, cold storage and household goods services and facilities. Because the letter A appears first, this indicates that the majority of accounts handled are in the general merchandise category. Cold storage is next in vol-

This is the first part of a survey which shows the steps public warehouses have taken and are planning for better distribution of your goods

By **A. W. Greene**,
Editor, Distribution Age

ume, and household goods storage accounts provide the smallest amount of the total business.

It should be pointed out that this survey is not a 100 per cent participation by the industry. Actually, it represents about 45 per cent of the total. That so many are building new facilities or modernizing their present buildings indicates that public warehousing is a live, aggressive and highly progressive industry.

Also, it must not be assumed that the balance—the warehousemen not participating in this survey—are inactive. This survey was designed to determine how many warehousemen are now in the process of building or modernizing or plan to do so within the coming year. Nine questionnaires were removed from this survey because the respondents reported on work just completed. And a total

of about 3 per cent of all filled-in questionnaires reported on building and modernization completed within the past five years. This great activity places public warehousing in the same category as such fast growing industries as electronics, plastics, and so on.

Table I also provides a profile of the types of buildings owned and operated by public warehousemen. Of the 612 participating in this survey, the majority, or 37.9 per cent occupy single-story buildings. This is quite a change from the past, when the majority were multi-story buildings. Multi-story buildings run a close second, with 32.9 per cent in operation.

Of special interest is the fact that over 29 per cent of the warehouse operators reporting have both single- and multi-story buildings in use. There are several reasons for this. In most cases, the single-story buildings are the result of expansion needs. In other cases, floor loads in the multi-story buildings were inadequate for heavy commodities, so the new warehouse units—separate or attached—were of one-story construction.

(Please Turn to Page 37)

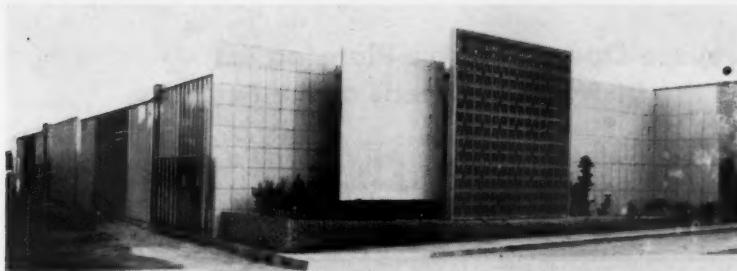
EDITOR'S NOTE: The tables on these pages reveal only a part of the work planned by warehouses to keep their services ahead of demands. Watch for future reports in DISTRIBUTION AGE.

Table 1 . . .

Warehousemen, Keeping Pace with Demand, Are Preparing To Add Facilities to Many Recently Completed Buildings

The large percentage of warehousemen that reported in indicates that warehousing operations are growing fast. The survey shows a variety of buildings are used

STATE	Number and Type of Operation	Type of Building			Satisfied		STATE	Number and Type of Operation	Type of Building			Satisfied		STATE	Number and Type of Operation	Type of Building			Satisfied			
		No. of Single Story %	No. of Mult. Story %	Both %	Yes %	No %			No. of Single Story %	No. of Mult. Story %	Both %	Yes %	No %			No. of Single Story %	No. of Mult. Story %	Both %	Yes %	No %		
		1-A	75	25	—	75	25	2-B-A	50	50	—	50	50	4-A-B	—	50	50	50	—	50		
Ala.	4-A	75	25	—	75	25		1-C	100	—	—	100	—	1-A-C	—	50	50	50	—	100		
	1-B	100	—	—	100	—								4-B	25	25	50	50	50	—	100	
	4-B-A	75	25	—	75	25								10-B-A	—	50	50	50	30	70		
Ariz.	1-A-B	—	—	100	100	—	Maine	1-A-B	—	—	100	100	—	1-B-C-A	—	100	—	—	—	100		
	4-B-A	50	—	50	—	100		1-C	—	—	100	100	—			2-A	50	50	50	50		
	1-C-A	100	—	—	100	—			2-A	—	—	100	100	—	2-A-B	—	75	25	50	50		
Ark.	2-A	50	50	—	100	—			1-A-B	—	—	100	100	—	2-A-C	—	100	—	—	100		
	1-A-B	100	—	—	100	—			1-B	—	—	100	100	—	3-B	—	100	—	—	100		
	1-B	100	—	—	100	—			1-C	—	—	100	100	—	2-B-A	100	—	—	100	—		
	1-B-A	—	100	—	—	100	Mass.	4-A	25	—	75	50	50	1-B-C	—	100	—	—	100	—		
	2-C	50	—	50	—	100		3-A-B	—	33	57	33	67	3-B	—	100	—	—	100	—		
Calif.	11-A	64	26	10	89	11		2-C-A	—	50	50	100	—	4-C	—	100	67	33				
	5-A-B	80	—	20	60	40		1-C	100	—	—	100	100	3-A-B	—	50	50	50	50	50		
	5-A-C	40	40	20	80	40			5-A	40	40	20	40	80	2-A-B	—	100	—	100	—	100	
	12-B	83	17	—	42	58			3-A-B	33	34	33	33	67	1-B	—	100	—	100	—	100	
	12-B-A	58	—	42	55	42			3-B	—	100	—	67	33	4-B-A	50	50	50	50	50	50	
	8-C	75	—	25	63	37			4-B-A	—	75	25	50	50	4-C	—	100	50	50	50	50	
Colo.	1-A	—	100	—	—	100			1-C	—	100	—	100	100	3-A-B	—	33	67	100	50	50	
	2-A-C	50	—	50	100	—				5-A	—	40	60	40	80	2-A-C	50	50	50	50	50	50
	1-B	100	—	—	100	—			1-A-B	—	—	100	—	100	1-B	—	100	—	100	—	100	
	2-B-A	50	—	50	50	50			2-A-C	—	50	50	100	—	4-B-A	50	50	50	50	50	50	
	1-C	—	100	—	100	—			1-B	—	100	—	100	100	1-B-A-C	—	100	50	50	50	50	
Conn.	3-A	—	68	34	—	100			2-C	—	100	—	100	100	1-B-A	—	100	—	100	—	100	
	7-A-B	14	29	57	43	57				1-C	—	100	—	100	100	1-B-A	—	100	—	100	—	100
	1-A-B-C	100	—	—	100	—				5-A	—	40	60	40	80	1-A	100	—	—	100	—	100
	2-B	50	50	—	100	—			1-B	—	100	—	100	100	2-A-B	50	50	50	50	50	50	
	1-B-A	—	100	—	—	100			1-B-A	—	100	—	100	100	1-B-A	100	—	—	100	—	100	
Del.	1-B-A	100	—	—	100	—			2-C	—	100	—	100	100	1-B-A-C	—	100	—	100	—	100	
D. C.	1-B	—	—	100	100	—			5-A	20	80	—	20	80	1-B-C	—	100	—	100	—	100	
Fla.	7-A	73	14	14	87	14			1-A-B	—	—	100	—	100	1-C	—	100	—	100	—	100	
	2-A-B	100	—	—	100	—			1-A-B-C	100	—	—	100	—	3-A-C	—	33	67	33	67	33	
	1-A-C	—	100	—	100	—			3-A-C	—	33	67	33	67	3-B	—	67	33	67	33	67	
	5-B	40	40	20	40	60			3-B	—	67	33	33	67	3-B-A	—	50	50	50	50	50	
	10-B-A	60	20	20	60	40			3-B-A	67	33	—	67	33	1-B	—	100	—	100	—	100	
	1-C	100	—	—	100	—			1-C	33	34	33	33	67	1-B-A-C	—	100	—	100	—	100	
Ga.	2-A	100	—	—	100	—			1-B	—	100	—	100	100	1-B-C	—	100	—	100	—	100	
	1-B	—	—	100	100	—			2-A	—	50	50	50	50	2-A-C	—	33	67	33	67	33	
	2-B-A	—	50	50	50	50			3-A-B	—	33	67	33	67	7-B	—	57	43	43	57	43	
Idaho.	1-A	—	—	100	—	100			1-B	—	100	—	100	100	11-B-A	73	9	18	64	36	36	
	2-A-B	50	—	50	100	—			3-C	33	34	33	33	67	1-B-A-C	—	100	—	100	—	100	
	1-B	100	—	—	100	—				1-C	—	—	100	—	1-C-A	100	—	—	100	—	100	
Ill.	13-A	46	31	23	46	54					1-C	—	—	100	—	7-A	72	14	14	29	71	
	2-A-B	50	50	—	100	—					5-A	20	80	—	80	20	5-A-B	40	—	60	80	40
	1-A-B-C	—	100	—	100	—					3-A-B	—	50	50	50	50	3-A-C	67	—	33	67	33
	1-A-C	—	100	—	100	—					1-B	—	100	—	100	100	7-B	57	43	43	57	43
	5-B	20	60	20	60	40					4-B-A	25	25	50	25	75	2-B	57	43	43	57	43
	9-B-A	22	68	12	68	34					1-C-A	100	—	—	100	—	1-B-A	—	100	—	100	—
	1-C	—	100	—	100	—					1-C-B	—	100	—	100	100	11-B-A	73	9	18	64	36
Ind.	11-A	55	27	18	36	64					5-B	20	80	—	80	20	6-A	16	68	16	67	33
	1-A-B	—	100	—	—	100					3-B-A	33	34	33	33	67	5-A-B	43	14.4	43	57	43
	1-A-C	—	100	—	100	100					1-C-A	—	100	—	—	100	2-B	—	50	50	50	50
	3-B	—	100	—	34	66					2-B	100	—	—	100	100	1-B-A	—	100	—	100	—
	2-C	50	—	50	100	—					4-B-A	75	—	25	25	75	2-C	—	50	50	50	50
Iowa.	2-A	50	50	—	100	—					2-B	—	—	100	50	50	1-C-A	—	100	—	100	—
	5-A-B	—	20	80	—	100					9-B-A	33	11	58	67	33	7-A	43	29	28	57	43
	2-B-A	—	100	—	100	—					8-C	—	50	50	50	50	1-A-B	—	100	—	100	—
	2-C	—	50	50	100	—					1-C-A	—	—	100	—	100	1-A-C	100	—	—	100	—
Kans.	6-A	50	33	17	83	17					7-A	86	14	72	72	28	2-B-A	50	—	50	50	50
	1-A-B	100	—	—	100	—					3-A-B	67	—	33	100	—	2-C	—	50	50	50	50
	1-A-B-C	100	—	—	100	—					1-C-B	—	—	100	100	—	2-C-A	—	100	—	50	50
	1-B	—	—	100	100	—					1-B	100	—	—	100	—	1-B	100	—	—	100	—
	5-B-A	—	80	20	60	40					1-B-C	—	—	100	—	100	1-B	100	—	—	100	—
	2-C	—	50	50	50	50					1-C-A	—	—	100	—	100	1-C	100	—	—	100	—
Ky.	1-A	100	—	—	—	100					1-B	100	—	—	100	—	1-C-A	—	100	—	100	—
	1-B	—	100	—	—	100					1-B	—	100	—	—	100	1-B	—	—	100	—	100
	1-B-A	—	100	—	—	100					1-C-A	—	—	100	—	100	1-C-A	—	100	—	100	—
La.	6-A	83	17	—	50	50					1-C-B	—	—	100	—	100	1-C-B	—	100	—	100	—
	2-B	50	—	50	100	—					1-B	—	100	—	—	100	1-B	—	—	100	—	100
											1-C	33	33	34	33	67	Total and Average	812	38	33	29	50



An example of the trend in modern warehouse construction

Public warehouse . . .

(Continued from Page 35)

Then there are the cases where warehousemen wanted certain rail sidings, and the only way to get them was to build on the site. Branch warehouses often are constructed across a river or in a nearby town for specific distribution needs, which may not be great enough to warrant multi-story capacity. Finally, construction costs have increased to a point where, for certain kinds of storage, only a single-story building can be justified on the basis of expected revenue.

No Regional Preference

There appears to be a regional preference for one-story buildings. At least, they are numerically superior in the southern states. The same observation can be made about multi-story buildings. They predominate in the northern states.

This is where intimate knowledge of an industry and current statistics part company. In the first place, while there are more single-story buildings in the South and multi-story buildings in the North, both areas have both types. In the second place, the table shows that in 11 states the number of multi- and one-story buildings are equal in number.

Further, the types of buildings presently occupied and the type planned or currently constructed vary widely. They vary with location, land values, and type of warehousing. Owners of one-story buildings are planning or building multi-story warehouses. In

most cases, construction is being tailored to current and anticipated needs.

Another index to preference is to be found in the last two columns of Table 1. There, the question "Are you satisfied with your present buildings?" is answered by the reporting warehousemen. In 27 states, the majority of warehousemen answered "No." The majority of these states are in the North.

In 20 other states, the majority of warehousemen say that they are satisfied with their present buildings. The majority are in the South. In two states the ayes and nays are even.

Here, again, it takes more than numbers to reach the basic facts. Many of the multi-story warehouse operators are erecting buildings from two to five stories high. Much of the dissatisfaction with their present buildings has to do with the physical features. For example, many are not happy with the size, location and/or number of docks. Lack of parking space, or location in congested areas, create dissatisfaction, too. Our conclusion is that most of the indicated dissatisfaction is related to service demands. And when they build, they will provide the physical changes lacking in their present buildings.

Physical Expansion

Some details of the expansion of the physical facilities of the public warehouse industry surveyed are shown in the following

tables. Table II, for example, shows that, of the 613 warehousemen now building or planning to build, about 60 per cent have the needed space on their present sites. The remaining 40 per cent have no room for expansion on their present sites. Most are "looking"; others are "waiting" or "negotiating."

New Locations

An idea as to what the "lookers" are seeking can be obtained from these random remarks: "A new industrial park is being developed about five driving minutes from my place. If it turns out to be desirable, I'd like to locate there."

"They're building a new road up aways. I'm looking for a place on it."

The "waiters" and "negotiators" say: "I'm on the border of our city's industrial zone. There has been some talk of rezoning the adjacent commercial zone. I'm waiting until it happens before I go ahead with my building plans."

"I got a bid in with the railroad serving me for a site on the other side of the tracks."

Distance

Table II also shows that, of those planning expansion, over 25 per cent are considering sites at some distance from their present locations. One of these respondents says, "I'm located on the southern border of my state. I'd like to locate on the lake at the northern border. This will enable me to offer a better distribution service. Also, I believe that the Seaway offers some good new business opportunities."

"We're located on one side of a tri-state commercial area. We'd like to get a site on the other side. We could do a faster and more economical job of distribution for our accounts."

In addition to these statements about new construction, another type of expansion was mentioned. Over two per cent of the responding warehousemen are considering or expressing interest in merging with other established public warehouse operators. No significant comments were given. The Table shows that the majority of

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Table 2 . . .

How Public Warehouse Operators Are Planning Expansion to Meet the Distribution Needs of the Future

Sixty per cent are constructing on present sites. The balance will locate on other sites for better coverage of marketing areas. Some mergers have been planned

STATE	Number Reporting	Room for Expansion on Present Site		Number Reporting	Planning New Branch Warehouses		Number Reporting	Planning to Merge with Other Public Warehouses	
		YES (Per Cent)	NO (Per Cent)		YES (Per Cent)	NO (Per Cent)		YES (Per Cent)	NO (Per Cent)
Alabama	9	66.7	33.3	9	22.2	77.8	9	—	100
Arizona	6	100	—	6	83.3	16.7	6	—	100
Arkansas	7	71.4	28.6	7	14.3	85.7	6	16.7	83.3
California	53	52.8	47.2	50	16.0	84.0	51	—	100
Colorado	7	71.4	28.6	7	42.9	57.1	7	14.3	85.7
Connecticut	13	61.5	38.5	13	15.4	84.6	13	—	100
Delaware	1	100	—	1	100	—	1	—	100
Dist. of Col.	1	100	—	1	100	—	1	—	100
Florida	25	64.0	36.0	25	16.0	84.0	25	4.0	96.0
Georgia	5	60.0	40.0	4	50.0	50.0	4	—	100
Idaho	5	20.0	80.0	5	—	100	5	—	100
Illinois	32	65.6	34.4	32	21.9	78.1	32	—	100
Indiana	18	77.8	22.2	17	11.8	88.2	18	—	100
Iowa	11	54.5	45.5	10	10.0	90.0	6	—	100
Kansas	16	68.8	31.2	13	23.1	76.9	14	7.1	92.9
Kentucky	3	—	100	3	—	100	3	—	100
Louisiana	11	54.5	45.5	10	20.0	80.0	10	10.0	90.0
Maine	2	100	—	2	50.0	50.0	2	—	100
Maryland	5	80.0	20.0	5	20.0	80.0	5	—	100
Massachusetts	11	72.7	27.3	11	9.1	90.9	9	—	100
Michigan	16	56.3	43.7	14	21.4	78.6	14	7.1	92.9
Minnesota	11	27.3	72.7	10	40.0	60.0	10	—	100
Mississippi	4	50.0	50.0	4	—	100	4	—	100
Missouri	15	53.3	46.7	16	18.8	81.2	16	12.5	87.5
Montana	5	80.0	20.0	5	—	100	5	—	100
Nebraska	8	50.0	50.0	9	33.3	66.7	9	—	100
Nevada	3	66.7	33.3	3	66.7	33.3	3	—	100
New Hampshire	1	—	100	1	—	100	1	—	100
New Jersey	24	66.7	33.3	20	50.0	50.0	21	—	100
New Mexico	7	57.1	42.9	6	33.3	66.7	7	—	100
New York	45	62.2	37.8	42	35.7	64.3	43	4.7	95.3
North Carolina	12	83.3	16.7	12	16.7	83.3	10	—	100
North Dakota	2	50.0	50.0	1	—	100	1	—	100
Ohio	41	56.1	43.9	40	32.5	67.5	38	—	100
Oklahoma	14	42.9	57.1	14	7.1	92.9	13	7.7	92.3
Oregon	14	71.4	28.6	12	25.0	75.0	11	—	100
Pennsylvania	37	45.9	54.1	33	18.2	81.8	36	2.8	97.2
Rhode Island	2	50.0	50.0	2	—	100	2	—	100
South Carolina	4	75.0	25.0	4	75.0	25.0	4	—	100
South Dakota	2	50.0	50.0	2	—	100	2	—	100
Tennessee	16	68.8	31.2	16	25.0	75.0	16	—	100
Texas	36	61.1	38.9	34	23.5	76.5	35	2.9	97.1
Utah	3	33.3	66.7	2	100	—	2	—	100
Virginia	8	62.5	37.5	7	28.6	71.4	8	—	100
Washington	20	45.0	55.0	19	42.1	57.9	21	4.8	95.2
West Virginia	6	100	—	4	50.0	50.0	4	—	100
Wisconsin	15	60.0	40.0	14	35.7	64.3	14	7.1	92.9
Wyoming	1	—	100	1	—	100	1	—	100
Total and Average	613	59.9	40.1	578	25.6	74.4	578	2.6	97.4

Public

warehouse . . .

(Continued from Page 37)

these warehousemen are located in the West-Central states.

Of the warehousemen who have started building, or those whose plans have advanced to the specifications stage, the preferred building material is concrete. Over 82 per cent have selected it in one form or another.

As shown in Table III, over 50 per cent have selected concrete block. Almost 32 per cent chose cast concrete structures. In the majority of replies, other materials—such as glass block and natural wood—were mentioned for ornamentation and architectural accent.

Brick is the next choice. Almost 13 per cent of the reporting warehousemen stated this preference. Some of the brick structures are to be solid, others veneered.

The only other building material mentioned was metal. Insufficient data or comment was supplied by this group. Some stated aluminum siding, others noted corrugated steel.

Types of Roofs

Four broad classes of roofing materials were specified: Tar-gravel, concrete, metal, and composition—in that order of preference. An interesting observation is that, while tar-gravel unquestionably is the first choice, the percentage range is not as great as that for the main structure.

Another point of interest is that these warehousemen know exactly what they want in a roof. A majority gave definite specifications. Many stated brand names of their preferred roofing material.

There appears to be little or no relationship between the types of materials preferred and the location of the respondents. This breakdown appears in Table IV.

Massachusetts and Connecticut are neighboring states, yet warehousemen in the former state specified tar-gravel by 50 per cent, metal

(Please Turn Page)

Table 3 . . .

Concrete Preferred for Warehouse Construction

Of the 85 per cent of warehousemen now building or planning, 50.8 per cent are specifying concrete block and 31.7 per cent are requesting cast concrete structures

STATE	Number Reporting	Cast Concrete (Per Cent)	Concrete Block (Per Cent)	Brick (Per Cent)	Metal (Per Cent)
Alabama	9	33.3	22.2	44.5	—
Arizona	6	68.7	33.3	—	—
Arkansas	7	42.9	42.9	14.2	—
California	50	74.0	24.0	2.0	—
Colorado	7	28.6	57.1	—	14.3
Connecticut	12	16.7	50.0	25.0	8.3
Delaware	1	—	—	—	100
Dist. of Col.	1	—	100	—	—
Florida	21	4.8	95.2	—	—
Georgia	5	20.0	40.0	40.0	—
Idaho	5	20.0	80.0	—	—
Illinois	27	18.5	37.0	40.8	3.7
Indiana	17	29.4	47.1	17.6	5.9
Iowa	9	22.2	55.6	22.2	—
Kansas	12	41.7	41.7	8.3	8.3
Kentucky	3	—	66.7	33.3	—
Louisiana	11	18.2	27.3	18.2	36.3
Maine	1	—	100	—	—
Maryland	4	—	75.0	25.0	—
Massachusetts	10	20.0	40.0	30.0	10.0
Michigan	13	15.4	69.2	15.4	—
Minnesota	9	33.3	66.7	—	—
Mississippi	3	33.3	66.7	—	—
Missouri	14	35.7	28.6	35.7	—
Montana	5	20.0	60.0	—	20.0
Nebraska	8	25.0	37.5	25.0	12.5
Nevada	3	100	—	—	—
New Hampshire	1	—	100	—	—
New Jersey	21	4.8	57.2	19.0	19.0
New Mexico	7	57.1	42.9	—	—
New York	44	22.7	63.6	9.1	4.6
North Carolina	10	40.0	30.0	30.0	—
North Dakota	1	—	100	—	—
Ohio	36	13.9	80.5	2.8	2.8
Oklahoma	14	21.4	57.2	21.4	—
Oregon	14	64.3	35.7	—	—
Pennsylvania	34	20.6	73.6	2.9	2.9
Rhode Island	2	—	50.0	50.0	—
South Carolina	4	25.0	25.0	25.0	25.0
South Dakota	2	—	100	—	—
Tennessee	14	57.2	35.7	7.1	—
Texas	35	28.6	34.3	28.6	8.5
Utah	3	33.3	66.7	—	—
Virginia	8	12.5	87.5	—	—
Washington	20	85.0	10.0	—	5.0
West Virginia	9	22.2	77.8	—	—
Wisconsin	14	35.7	64.3	—	—
Wyoming	1	100	—	—	—
Total and Average . . .	567	31.7	50.8	12.9	4.6

Four Types of Roofing Materials Are Specified by Warehousemen Building

Tar-gravel combination selected by majority.
 Concrete is preferred by 24 per cent. Metal by 19 per cent
 and composition material is favored by over 17 per cent

STATE	Number Reporting	Concrete (Per Cent)	Composition (Per Cent)	Metal (Per Cent)	Tar-Gravel (Per Cent)
Alabama	5	20.0	20.0	20.0	40.0
Arizona	4	50.0	50.0	—	—
Arkansas	6	33.3	—	33.4	33.3
California	17	23.5	29.4	17.7	29.4
Colorado	3	—	100	—	—
Connecticut	7	28.6	28.6	14.2	28.6
Florida	17	47.1	5.9	17.6	29.4
Georgia	3	33.3	33.4	—	33.3
Idaho	1	—	—	100	—
Illinois	8	25.0	—	50.0	25.0
Indiana	11	9.1	—	9.1	81.8
Iowa	4	—	25.0	—	75.0
Kansas	8	12.5	50.0	25.0	12.5
Kentucky	3	33.3	—	—	66.7
Louisiana	7	14.3	14.3	57.1	14.3
Maine	1	—	—	—	100
Maryland	2	—	—	50.0	50.0
Massachusetts	8	12.5	12.5	25.0	50.0
Michigan	7	—	28.6	28.6	42.8
Minnesota	6	33.3	—	16.7	50.0
Mississippi	4	25.0	25.0	25.0	25.0
Missouri	6	33.3	33.4	—	33.3
Montana	5	20.0	—	60.0	20.0
Nebraska	2	—	—	50.0	50.0
Nevada	2	—	50.0	—	50.0
New Hampshire	1	—	—	—	100
New Jersey	13	46.1	—	38.5	15.4
New Mexico	4	50.0	25.0	—	25.0
New York	19	36.8	10.6	15.8	36.8
North Carolina	10	20.0	—	—	80.0
North Dakota	1	100	—	—	—
Ohio	16	12.5	12.5	25.0	50.0
Oklahoma	10	20.0	20.0	20.0	40.0
Oregon	5	20.0	40.0	—	40.0
Pennsylvania	14	14.3	35.7	21.4	28.6
Rhode Island	2	—	—	—	100
South Carolina	2	50.0	—	—	50.0
South Dakota	2	—	100	—	—
Tennessee	13	30.7	15.4	7.7	46.2
Texas	24	33.3	20.9	12.5	33.3
Utah	2	50.0	—	—	50.0
Virginia	4	—	—	25.0	75.0
Washington	8	—	25.0	37.5	37.5
West Virginia	5	33.3	22.2	40.0	60.0
Wisconsin	9	33.3	—	—	44.5
Wyoming	1	—	—	—	100
Total and Average	312	24.0	17.6	19.2	39.2

Public warehouse...

(Continued from Preceding Page)

by 25 per cent, and composition and concrete each 12.5 per cent. Respondents from Connecticut chose equally between tar-gravel, composition, and concrete. Metal was selected by 14.2 per cent.

In New York, the preferences were 36.8 per cent each for tar-gravel and concrete. Metal was selected by 15.8 per cent and composition by 10.6 per cent. Texans also showed equal preference for tar-gravel and concrete—33.3 per cent each. However, composition was preferred over metal here. The former was chosen by 20.9 per cent, and the latter by 12.5 per cent of the warehousemen.

The only conclusion that can be drawn is that all of these roofing materials must satisfy the local building codes; that the final choice is a matter of personal experience, cost or builder's recommendation.

Parking Lots

Control of loading and unloading operations at distribution warehouse docks can be very difficult. No matter how large the dock, there are periods during the day, or certain days of the week, when parking space is needed for trucks. If the warehouse operator leases office and showroom space, parking space for passenger cars is a must. Parking for employees also must be considered, especially if the warehouse is not located on or near a mass transportation route.

These conditions, plus the need for parking the warehouse's own trucks, make it necessary to include a parking lot in all plans for building and modernizing. As shown in Table V, about 85 per cent of the responding warehousemen have indicated suitable truck parking provisions in their building plans. Well over 70 per cent also are providing parking space for their employees' and customers' cars.

All of the preceding data covers only about a third of the data obtained from the continuing survey being made by the editorial staff

Table 5 . . .

Parking Lots

Location and Volume of Business Force Many Warehousemen to Enlarge or Improve Present Parking

STATE	No. Reporting	Truck	Em-ployee	Cus-tomer	Broker
		%	%	%	%
Ala.	9	100	88.9	55.8	22.2
Ariz.	6	66.7	83.3	66.7	66.7
Ark.	7	100	85.7	85.7	57.1
Calif.	53	88.7	77.4	66.0	18.9
Colo.	7	100	100	71.4	42.9
Conn.	14	85.7	78.6	78.6	14.3
D. C.	1	100	100	100	—
Fla.	25	92.0	80.0	92.0	20.0
Ga.	5	100	80.0	100	20.0
Ida.	3	100	100	100	33.3
Ill.	31	80.6	67.7	76.9	12.9
Ind.	18	83.3	77.8	72.2	33.3
Iowa	11	80.0	81.8	72.7	18.2
Kans.	16	81.2	75.0	87.5	37.5
Ky.	3	86.7	100	66.7	66.7
La.	10	80.0	80.0	70.0	10.0
Me.	1	100	100	100	100
Md.	5	80.0	60.0	60.0	20.0
Mass.	11	81.8	63.6	63.6	36.4
Mich.	14	85.7	85.7	71.4	14.3
Minn.	11	81.8	72.7	72.7	36.4
Miss.	4	100	75.0	75.0	50.0
Mo.	16	75.0	56.2	87.5	37.5
Mont.	5	80.0	80.0	60.0	60.0
Nebr.	7	85.7	87.1	71.4	28.6
Nev.	2	100	100	100	—
N. H.	1	100	—	—	—
N. J.	23	86.9	89.6	65.2	8.7
N. M.	7	71.4	71.4	71.4	14.3
N. Y.	45	80.0	60.0	51.1	15.5
N. C.	12	100	83.3	75.0	50.0
N. Dak.	1	100	—	100	100
Ohio	41	82.7	80.5	78.0	34.1
Okla.	14	92.8	78.6	85.7	64.3
Oreg.	14	100	64.3	85.7	35.7
Pa.	37	62.2	70.3	56.7	29.7
R. I.	2	100	100	100	50.0
S. C.	2	66.7	66.7	33.3	—
S. Dak.	2	100	100	100	100
Tenn.	16	100	81.2	87.5	37.5
Texas.	36	88.1	75.0	80.5	44.4
Utah	3	100	100	100	100
Va.	8	87.5	50.0	75.0	37.5
Wash.	21	85.7	66.7	100	52.4
W. Va.	6	100	100	100	50.0
Wis.	16	43.7	75.0	56.2	25.0
Wyo.	1	100	100	100	—
Total	604	84.8	74.3	73.5	30.3

of DISTRIBUTION AGE. Additional data will be published as soon as compiled.

The most important conclusion is that, while existing public warehouse facilities have not yet reached the available capacities, the industry not only is keeping abreast of demand, it is gearing for "the soaring sixties." •

Mountains of packages

... yet she can sort them all in an hour with one hand



There are 3,600 packages in that stack — all sizes, all shapes. They might be earmarked for hundreds of different destinations. Big sorting job, by ordinary methods, but it's just an easy hour's work for a QIK-TIP Sortation System.

With the aid of electronic memory devices, tilting trays gently slide their coded contents off at a pre-determined station. Users report that the QIK-TIP system has quickly repaid its initial cost through increased productivity and accuracy.

Specialists in terminal modernization.

SPEAKER SORTATION SYSTEMS, INC.

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SALES OFFICES

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The QIK-TIP sorter is ideally suited for transfer terminals, parts depots, mail order warehouses and many manufacturing operations. Speaker Sortation Systems, Inc. is thoroughly experienced in the layout of complete systems. Each is tailored to your specific order processing and material handling requirements.

Write for free literature describing the QIK-TIP sorter and its applications. Let our application engineer analyze your present sorting method.



PLAN 5 . . .

Rail & motor carrier cooperation grows

New York Central points out in this "question-and-answer" article that its arrangements with regulated highway common carriers, equipped with Flexi-Van tractors and trailers, are making TOFC Plan 5 work

ONE OF the most interesting developments on the transportation front is the steady growth of Plan 5 in piggy-back service. By the end of 1960, 27 railroads offered this service. In most instances it was limited in scope—in two cases to the transportation of automobiles.

By the end of October 1961 nine other railroads had adopted Plan 5. This brought the total to 36. However, of the nine, three also confine the plan to the carriage of automobiles.

The growth of this service will be interesting to watch. Its intent is, of course, to provide door-to-door service on one bill of lading. Shipper experience in some areas also shows some time and cost reductions.

Because growth of this service could represent a new milestone of rail and motor carrier cooperation, a further study by DISTRIBUTION AGE editors was made. Initial talks with motor and rail carriers indicated that development of the plan would continue based on

demand. Except for New York Central, with its Flexi-Van system, there appeared to be no equipment problems in the offing. An interview with New York Central was arranged to throw light on this question. The result brought out the following points:

1. Flexi-Van's special equipment in no way deters the extension of Plan 5 for New York Central. In fact, DISTRIBUTION AGE was told that the side loading and unloading feature of Flexi-Van provides greater flexibility. It can extend the service to almost any predetermined point beyond or between yards, stations and/or sidings. Ramps are not needed.

2. The interview further uncovered New York Central's philosophy and economics behind the adoption of the Flexi-Van system versus the use of the end-loading flatcars, conventional or modified.

3. Technical improvements designed to bring "private carriage to a standstill."

4. Disclosed the development of a "sea-going" Flexi-Van.

5. Uncovered new models of Flexi-Van equipment.

The Interview

The interview was granted by R. L. Milbourne, director of Flexi-Van sales and service.

The questions and answers that brought out the above facts follow:

Q.: We understand that you are expanding your Plan 5 operation. Will this be system wide?

A.: "In due time. What we have accomplished to date is just another step in the Flexi-Van development."

Q.: Is your Plan 5 confined to Flexi-Van or are you accepting all types of trailers?

A.: "Our Plan 5 is confined to Flexi-Van, but that does not mean that we will not continue any interline arrangements with other railroads to move their TOFC cars over our system."

Q.: Has Flexi-Van equipment been made available to your Plan 5 motor carriers?

A.: "Yes, as arranged for the necessary equipment through the



This is the Mark III, a flatcar used by the New York Central System to speed its Flexi-Van service. Vans that are used with the flatcar can be refrigerated to handle perishables

New York Central also uses marine or seagoing Flexi-Vans that carry cargo to foreign ports in Europe, Asia, and Africa. This one was used to carry hospital supplies to Inchon, Korea. The vans cut foreign handling costs

New York Central Transport Co., our wholly owned subsidiary."

Q.: Can you give us the names of the motor carriers that are party to the joint rates and routes of your Plan 5?

A.: "Yes. Currently, our routes in the Chicago area are interlined with Roy Cartage Co., Joliet, Ill.; National Cartage Co., Hammond, Ind.; Scherer Inc., Ottawa, Ill.; and Liberty Trucking Co., Chicago, Ill.

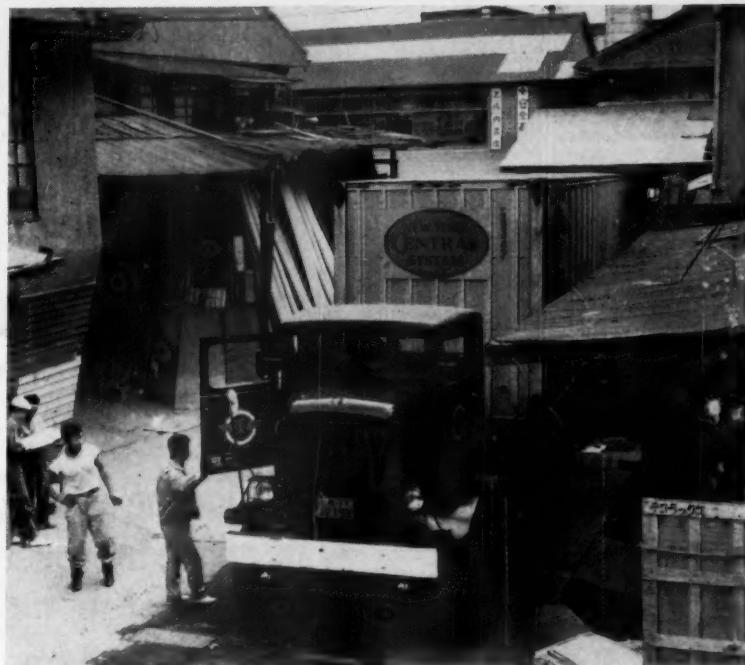
"In the New York City area we have the Hamilton Motor Lines, Inc., Farmingdale, L. I., N. Y.; Herman Forwarding Co., North Brunswick, N. J.; Feuer Transportation, Inc., Yonkers, N. Y.; and Perkins Trucking Co., Maspeth, L. I., N. Y.

"In the Boston area we have Law Motor Freight, Inc., Nashua, N. H.

"In the Columbus area we have Gaffney Motor Freight, Inc., Lancaster, Ohio.

"In the Cleveland area we have Lake Erie Cartage, Inc., Cleveland, Ohio.

"In the Cincinnati area we have



Continental Freight Forwarding Co., and Schroeder Express.

"In the Indianapolis area we have Griffith Motor Express, Inc., Bloomington, Ind.; and Best Way of Indiana, Inc., Terre Haute, Ind.

"In the Toledo area we have Louden Lines, Inc."

"In the Syracuse area we have Brown Express, Inc., and Ontario Freight Lines Corp., both of Syracuse, N. Y.

"These are the initial motor common carriers who long have awaited this opportunity to join hands in a common effort to offer the best that our national transportation system has to provide. We are currently reviewing the service and rights of many other vicinity motor carriers."

Q.: Isn't this your second attempt at organizing a Plan 5?

A.: "Yes. Originally, we set up the plan to serve areas within 50 miles, or so, of our Flexi-Van terminals—communities which would be denied the service of the larger cities because of key point restrictions, terminal delivery limitations, or lack of connecting rail line interest due to the short haul involved. Rail protests to this plan brought about the withdrawal of our original Plan 5 tariff."

Q.: This brings to mind something that, to our knowledge never has been thoroughly explained. In 1953, New York Central had surveyed the feasibility of TOFC service. As a result, a wide interest

(Please Turn Page)

(Advertisement)

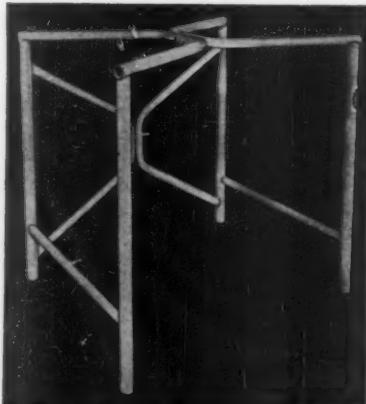


Portable Stacking Frame Assembles in Seconds

Two lightweight tubular frames snap on and off standard pallets in seconds, converting pallets to portable racks. Curved pins in top of frames lock securely to make rack rigid. No nuts, bolts or screws are required. Assembly is a matter of seconds. They can be moved and rearranged quickly, to meet changing storage requirements.

The portable rack supports and contains merchandise to use air space and make order selection and inventory fast and easy. Available in any size or height. *Tier-Rack Corp.*, 122 North Seventh St., St. Louis 1, Mo.

Pat. No. 2,828,932; Pat. No. 2,828,933 & Pats. Pending



Portable Rack Sections Protect Crushable Merchandise

A portable, free-standing tubular rack supports heavy loads of merchandise above floor-level picking pallet. Especially useful to prevent damage to crushable goods on bottom pallets. Fork lift can remove and insert pallets without disturbing rack or load overhead.

Tier-Rack Corp., 122 North Seventh St., St. Louis 1, Mo.

Pat. No. 2,925,921

Plan 5 . . .

(Continued from Preceding Page)

in the service and the Flexi-Van system was expressed in shipper circles. Yet, you did not offer this service until 1958. Will you explain this time lag?

A.: "Gladly. We had reviewed carefully the experiments and experience of the railroads that either offered, or attempted to offer, this service. We were convinced that, if we were to develop a profitable venture, a radical change would be necessary in the entire approach. We re-examined every phase starting with equipment and on through pricing and procedure.

"We shopped around for equipment. We studied many methods. Finally, we found what we sought—the Flexi-Van and the car on which it would travel. Then, to control its development, the New York Central Transport Co. was incorporated and staffed with outstanding personnel from the motor carrier industry.

"Now we had the machinery. The

We stood the country on end to tell you...



...where NORTHERN PACIFIC RAILWAY can carry freight for you.



next step was to devise a plan and schedule its progress. Like all things new, we have fought opposition all the way."

Q.: You have mentioned the condition "profitable venture" in your early planning. Have the economics of the Flexi-Van system justified your expectations?

A.: "Economics? To put it briefly, our cost and operations data reveal that Flexi-Van will, to a large degree, invade the place of the boxcar. Utilization alone will bring this about.

"Just consider these basic facts: The price of the Flexi-Van car is the lowest in the field—just under \$13,000. The Flexi-Van car cost is comparable with that of conventional highway semi-trailers.

"A Flexi-Van car weighs approximately 51,000 lb—over 20,000 lb less than the conventional piggy-back flat cars. Bogies, or wheel assemblies, which do not travel on Flexi-Van cars, weigh 4600 lb each. If to this we add the weight of other gear on the other trailers, the result is a big weight saving. Actually, the weight of a Flexi-Van combination is around 30,000 lb less than the conventional units. This permits the same power to move an added 25 per cent payload.

"In addition, we must consider some operational advantages. There is, for example, a 33 1/2 per cent reduction in the center of gravity. This is very important. For one thing, it reduces dangerous side sway, which must be compensated for by reducing the running time. Further, it eliminates underpass clearance problems and damaged sidewalls of trailer tires, while in transit, on conventional highway trailers. The time and cost of replacing these tires in the terminals is a big and often overlooked transportation cost item.

"Further cost savings include a reduction in license fees, as only bogies carry license plates. A big item, too, is the reduction in the number of bogies in service. Remember, that the cost of a bogie represents almost 40 per cent of the trailer's cost. Then because our



The tractor shown above and at left is used by the New York Central to carry trailers to flatcars, then transfer them. Hydraulic ram is employed to push trailer into its right position

bogies do not ride the rails, they provide greater utilization. Moreover, as Flexi-Van bogies always are domiciled in a specific terminal, no reciprocal licensing problem exists. Our bodies are not subject to the automotive excise tax levied on conventional highway trailers. When replacement is needed, only the box is purchased. The bogie remains in service.

"There are many more aspects that have justified our decision. While they could be mentioned to answer your question, consider just this final fact: Flexi-Van cars average \$4328 income per month. Revenue from the average boxcar is \$410. No magic brush is needed to paint the transportation picture of tomorrow."

Q.: In the previous reply you also said, "We have fought opposition all the way." Would you care to mention the source and nature of the opposition?

A.: "That had reference to our plans for giving shippers every possible benefit of the inherent advantages of the Flexi-Van system. We didn't give up because there was opposition."

"For example, in our first Plan 5 the aim was to extend Flexi-Van terminal service to 50 miles. This was opposed by motor carriers as well as by other rail lines. However, we achieved the same objec-

tive through regulated motor carriers.

"Then there was the incentive scale under Plan 2. This was suspended by the Interstate Commerce Commission after motor carrier protest. However, the Commission, on reconsideration, permitted it to go into effect, despite the fact that the carrier appealed to a federal court to stay its publication. The appeal, by the way, was unsuccessful.

"Still another example was our two or more commodity, 60 per cent mixture rule, under Plan 3. This was protested by the rails that favored either three or more commodities, and a 33 per cent or 50 per cent single commodity limitation. Now, all eastern lines follow the trail that we blazed.

"However, not all Flexi-Van progress met such opposition. Here are a few examples: New York Central introduced a high-speed, all container train, equipped with roller bearings and operating on passenger schedules. Now, we have our new super-vans in this service. A fleet of eight such trains connects most of our principal terminals. As time moves on, more of these super-van trains will be placed in service.

"Unopposed also was our introduction of high cube vans. The intent here is to better enable shippers to take advantage of lower

rates through greater minimums.

"Along the same line, we introduced the high cube reefer van that offers 4700 cu ft of cargo space per car. These units carry dry freight from the eastern seaboard to the West Coast. They return with perishables. This eliminates the costly waste of dead heading boxcars East and reefers West, which has plagued our industry for many years."

"Another example is our development of the marine, or sea-going, Flexi-Van, which carries domestic cargoes to foreign ports. The savings this van affords in lighter packing, reduction of port handling and transportation costs, reduced damage and elimination of pilferage, helps American manufacturers compete in foreign markets. Flexi-Vans are familiar sights in Europe, Africa and the Orient. One of the very first such vans carried hospital supplies to Inchon, Korea.

"By way of conclusion, New York Central's continuous research and development is aimed at giving shippers what they want, how they want it, and when they want it. Flexi-Van has proved to be one good means. We believe that it has just about brought the growth of private carriage to a standstill, and opened the gates for the return of traffic long weaned away by other avenues of transportation." •

Models plan move in

Scale models placed in this industrial doll house made

THE BIGGEST single move of plant facilities in the past two decades in western New York was simplified by unique planning. It was the result of two and a half years of concentrated work.

The F. N. Burt Co. makes set up boxes and folding cartons for such cosmetic firms as Revlon, Avon, Coty, Elizabeth Arden, Ponds, Colgate, Shulton. It supplies boxes for Phillip Morris, Benson and Hedges, and Brown and Williamson Cigarettes and for Eastman Kodak.

The new plant is one of the largest and most modern folding box and set up paper box manufacturing plants in the world. Moving over 500 pieces of set up box machinery, hundreds of loads of stock, furniture, and miscellaneous equipment was accomplished with a minimum of interruption to manufacturing. The move of the set up box operation took five weeks.

The average productive time loss per machine was three days. Total

plant production loss was less than 5 per cent. Planning made this possible. An accurately scaled three-dimensional mock-up of the new building's floor area was the focal point of the planning. Every machine, and all related equipment and service facilities, was represented on the mock-up by an exact model which could be placed and replaced until the best arrangement was determined.

With details cleared in advance, the established moving timetable was readily met. In spite of the dislocations caused by the move, a record volume was produced over the period of the move.

The plant superintendent went to a special school for one week on plant layout to learn to use three dimensional models and visual plant layout. The course included work flow and materials handling.

Plant officials worked out a "rough" idea of what they wanted, with wooden models representing machinery. Actual models, show-

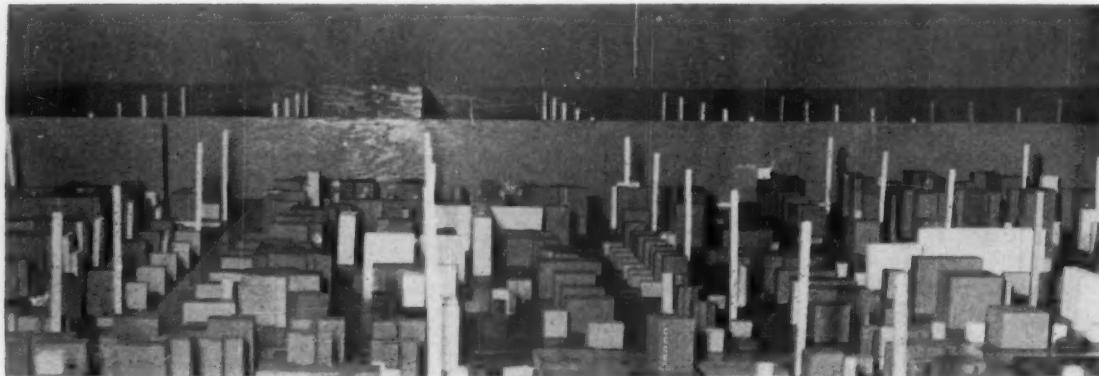
ing the exact appearance of machinery were found to be unnecessary and expensive. Instead, they created their own models of machinery fashioned from wooden blocks which were built to the scale of $\frac{1}{4}$ in. to 1 ft.

The model mock-up of the floor plan was changed almost a dozen times before the final layout and moving arrangements were decided upon. Departmental foremen and other plant supervising personnel voiced their ideas at meetings on how much space was needed for various departments and what pieces of equipment had to be moved in first to get back into production.

Where every piece of machinery was to be placed was laid out on the table mock-up floor plan, as well as locations of conveyors, power plants, restrooms, cafeteria, offices, printing and lithographic presses, storage rooms, etc.

With the mock-up plan and wooden models, F. N. Burt Co. of-

Scaled three-dimensional mock-up of new building floor area was focal point of planning. Every machine and related equipment was represented in the plan



miniature

efficient move

ficials were able to determine precisely just how much machinery and equipment they could place in a certain section and the amount of space it would leave available to operate the machines. The most economical work flow was determined.

Engineers worked out the largest economical bay area they could build—36 x 42 ft.—without running into extra expenses. Bay areas were left unfinished purposely at certain locations in order to more speedily move in large equipment and machinery.

When the moving operation was to begin, the floor plan mock-up table was placed in the center of the Set-Up Division and acted as a key. Everyone concerned with the project knew exactly where the machinery being brought in was to be located.

Since F. N. Burt men were familiar in dismantling, handling, installing and erecting huge machines, the more than 500 pieces

of machinery were moved by the company. Double shifts of Burt employes were hired for the job. However, the company contracted with outside vans to transport the machines and equipment from their three other locations to the new plant. It was accomplished in less time than an outside concern could do. Taking advantage of special maintenance skills within their own ranks assured a more speedy, efficient, and less costly moving operation.

With bay areas left vacant in the Litho, Set-Up, and Carton Divisions, additional time was saved. Trucks came in through the Receiving Department, driving through the open bay area to the Set-Up and Litho Divisions, unloading machinery in its proper location—all according to the scale model mock-up.

Trucks were scheduled as to what, and how much to be brought in with each load. Bay areas are found throughout various sections of the plant in order that they can be knocked out in the future should new machinery be installed.

As soon as each machine was unloaded, electricians, millwrights, and other specialized personnel went into action, assembling, connecting equipment, motors, hoses, etc., for operation. No time was wasted.

F. N. Burt officials figured it took about 10 man hours per machine to install the necessary supporting equipment such as air pressure hoses. They worked in two shifts, 7 am to midnight, with no

moving on weekends, giving them time on Saturdays to keep up with their housekeeping and take care of the odds and ends left over during the week.

By the end of the first week of moving, the first boxes were made, and a department was operating smoothly in the new plant. Down time for each machine was only two working days.

As soon as all equipment and machines were inside the new plant, open bay areas were closed. In the meantime, canvas had been placed over the open bays because of air-conditioning.

The huge moving operation was purposely scheduled to coincide with the company's annual two weeks' vacation in order to eliminate lost production time. Employes lost no more than two or three days due to the move, a remarkable achievement when one considers that more than 500 machines had to be moved in and then placed in operation.

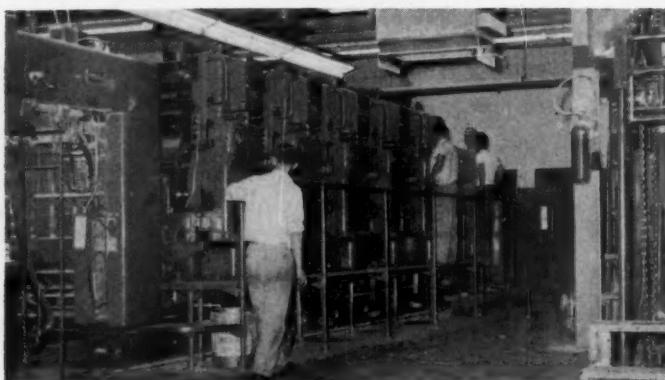
Another important phase of the project was under the direction of the industrial relations manager. It was his responsibility to hold meetings with union officials in order to work out job classifications or to explain elimination of certain jobs, such as elevator operators, who were no longer needed in the new one-floor plant. Purpose was to keep all employes informed as to what was being done and to orientate them in advance.

The program to assist the company's 850 employes with transportation and other problems proved its worth. The fact that only six resignations attributable to the move were received is a good indication of the success with which the people were re-oriented.

Automatic electric-eye-controlled overhead conveyor systems carry finished products from the manufacturing areas to storage stations adjacent to the shipping facilities. Separate shipping and receiving docks each accommodate six of the largest truck-trailer combinations and are fitted with self-leveling dock plates.

A siding from the main line of the New York Central Railroad enters the rear of the building and provides an inside loading area for seven freight cars. •

Bay areas were left open so that five-color presses could move in



Handling stock in a variety store warehouse

Centralization of warehousing with channelization of operations within the warehouse are features of the new distribution system of this variety store chain having 141 stores in eight states

WAREHOUSING is a function of major importance in any merchandising organization. However, in the quality-for-low-price field the efficient storage and rapid distribution of merchandise to retail centers may well mean the difference between profit and loss.

The line of operation in Cornet Stores' headquarters-warehouse in Pasadena, must be thoroughly effective, prompt, and complete in all its phases. Likewise, goods received at the warehouse from wholesalers, national and international, must be processed with efficiency and dispatch. The most

comprehensive stock control possible must be maintained.

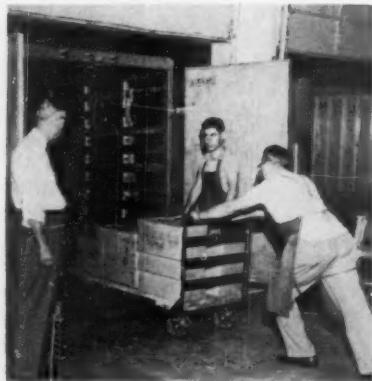
Our four-story warehouse, located at 411 S. Arroyo Parkway, contains some 193,972 sq ft of floor space. It receives, stores, and ships approximately 15,000 items, segregated into some 32 departments. In addition to warehousing facilities, the building also houses the headquarters of the company. This centralization of all related personnel tends to increase operational capabilities, reduce overhead costs, and otherwise improve the flow of work throughout the chain. By this centralization it is possible to maintain an unbroken

cycle of activity from warehouse to store.

Cornet warehousing functions, as is the practice in most establishments of this kind, are divided into receiving operations and shipping operations.

Receiving

Merchandise received from the wholesaler or distributor is sent directly to the warehouse or "drop shipped" to the store which ordered it. Direct shipment to a particular store accounts for only 40 per cent of the total number of shipments made. It is used mostly in emergencies. The remaining



TM Drexel directs loading of shipment to store within 300 mile radius



Pasadena building houses headquarters and warehouse of variety store chain



By M. C. Drexel,
Traffic Manager,
Cornet Stores

60 per cent arrive at the warehouse either by truck, railroad, or ship.

In the case of imports, the company recently began employing a new method of delivering goods from the ship to the warehouse. The merchandise is delivered in sealed containers directly from the ship to the warehouse. Inspection is made by U. S. customs officials at the warehouse instead of at dockside. This method not only saves time, but also reduces theft and damage since it requires a minimum handling of merchandise.

Upon delivery, the shipment is unpacked and the goods are taken to the various warehouse floors by means of a conveyor belt. Receiving personnel stationed at the floors are alerted by means of an intercom system as to what merchandise to expect.

When the merchandise arrives, it is unpacked, checked for completeness of order, breakage, etc., and then given a warehouse number. (In addition, nearly all dry goods as well as jewelry are pre-ticketed by machine to further cut operation costs, reduce chances of error at the store level, and assure price conformity.

After unpacking and ticketing have been completed, the incoming merchandise is placed in the proper bins. Segregation is accomplished according to department. Each bin bears a code number (0-000) which designates the department and, followed by a dash (—), the control and description numbers.

Shipping

Cornet ships merchandise to its

141 stores located throughout the eight western states, including Hawaii, by means of a variety of transportation methods: (1) company-owned trucks, (2) common carrier, and (3) in rare instances parcel post or commercial parcel delivery. Deliveries to local stores, and those within a radius of 300 miles from Pasadena, are made by our own trucks. For this purpose, the company maintains a fleet of eight trucks, comprised of doubles, semis, and bob-tails.

If the order is received in the morning, the merchandise can be on its way within three hours. A typical shipment to Boise, Idaho, for example, would take about two and a half days from warehouse to store. On an overseas' shipment to one of our Hawaii stores, the time would be extended to approximately 10 days. On the other hand, shipment to such "local" areas as Bakersfield and Taft, serviced by company trucks, would be accomplished within 12 to 24 hours.

Handling Methods

The procedure which takes place prior to and up through shipment of the warehoused merchandise is as follows:

(1) The order is received by the Cornet warehouse by mail, or in the case of emergency, by telephone. Upon receipt, the order is initially reviewed by the appropriate buyer or buyers.

Then it is sorted out according to department and sent to the proper floor for filling.

(2) The order is filled from the appropriate bin. This operation is expedited by the visual coding method already mentioned. The employe who fills the order does not function as stock keeper; likewise a stock keeper does not fill orders. There is no overlapping of duties.

(3) After the order has been filled, the order sheet is then routed to the data processing room. Here the data applicable to the order is tabulated for each individual store. After tabulation, the processed order sheets are sent to a room where they are segregated according to store. Then, as each store's shipment is finalized, the proper invoice and replacement

order sheet is picked up to be sent along with the merchandise. The replacement order sheet is a new order sheet to replace the one sent in by the store manager.

(4) The merchandise is packed and readied for shipment and properly labelled. Each label is provided with a space for the store name, destination, invoice number, department number, and case number, as well as the number of pieces in the shipment.

(5) The packed and labelled merchandise is sent down a spiral chute to the shipping department. There it is weighed and segregated according to store destination and the type of shipment.

(6) The shipment is now ready. If it is to be made by local truck, the proper invoice and delivery slip are personally carried by the driver; if the shipment is to be by common carrier, the invoice is packed inside the carton of merchandise. In the latter instance, presence of the invoice is indicated on an outside label.

The company has a special warehousing program for opening a new store. It sets up a temporary warehouse in the town where the store is to be located. All shipments for the new facility are routed to this warehouse and held there in storage while the store is being prepared for opening. This temporary warehouse is closed when the store is opened or shortly thereafter.

The problem of inventory is a constant one in any warehousing operation. Inventory at the warehouse is directly under the supervision of the department buyers. Stocks are being checked constantly for the purpose of re-ordering. This checking of course, is affected by seasonal conditions, and factors such as the major holidays, especially Christmas. During these periods, the frequency of checking and re-ordering is geared to effectively maintain the merchandise bins at their proper level.

We believe we have improved, through our "channelized" approach, our over-all warehousing capabilities. Nevertheless, we are far from complacent, and are constantly on the lookout for new avenues of approach to augment these capabilities. ●

**NEWS
from GOULD
in '62**

**WATCH
FOR OUR
JANUARY
ANNOUNCEMENT**

**INDUSTRIAL BATTERY DIVISION
GOULD-NATIONAL
BATTERIES, INC., St. Paul 1, Minn.**

**ASSOCIATED
TRUCK LINES, INC.**

*"First in Michigan"
and Chicago -
Now SERVING OHIO*

**AND
INDIANA**

TERMINALS
ANN ARBOR BATTLE CREEK BAY CITY
DETROIT FORT HARBOR
CARRILAC CHICAGO CINCINNATI CLEVELAND
COLUMBUS DAYTON DETROIT
FLINT FORT WAYNE

GRAND HAVEN
GRAND RAPIDS
HAMMOND
HOLLAND
INDIANAPOLIS
IOWA
JACKSON
KALAMAZOO
LANSING
LIMA, OHIO
LUDINGTON
MANISTEE
MUSKEGON

NILES
PONTIAC
PORT CLINTON
PORT HURON
SAGINAW
ST. JOSEPH
SOUTH BEND
STURGIS
TOLEDO
WARSAW

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TERMINALS**
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PORTERSON
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GRAND RAPIDS • MICHIGAN

**Handling stocks in a
self-service warehouse**

ORDER picking is a self service operation in the new warehouse of this sporting goods wholesaler.

This is not the only unusual feature of the T-High Sports Equipment warehouse—it's located in a shopping center.

The company has leased 14,000 sq ft of space on the ground floor of one of the buildings in a shopping center in Syracuse, N. Y. The ground level at the location is such that the warehouse does not front on the center, but is below a super market. Passage in and out of the building is done by a side door.

T-High Sports Equipment, Inc., is a specialized sporting goods wholesaler selling to dealers only. Major products distributed by the company include marine accessories, skin diving, bowling shirts, golf equipment, and winter sports equipment.

The new warehouse is set up as a completely self-service operation. A dealer can visit the warehouse and tour the stock area to select his merchandise. Clerks assist him in pulling stock from the bins or the dealer may perform this operation himself. Special carts are provided. Where very large items are involved, the

dealer can write down his requirements on a pad attached to the cart. A clerk will secure this merchandise for the dealer at the time of departure.

A special checkout system has been developed for fast checkout. Mechanical equipment is used to record quantity, catalog numbers, and list prices on a regular invoice form. The final copy is then given immediately to the dealer as the checkout is completed. The billing department will later complete the form and mail it to the dealer for payment with normal terms. Cash transactions are completed immediately where necessary.

Since 80 per cent of the company's business is done outside of the immediate area, the shipping department uses the warehouse in a similar manner with the shipping clerk taking the place of the dealer and pulling the merchandise according to the dealer's mail or phone order. Modern efficiency is effected in getting merchandise to the dealer.

Customers of the company buy for the advance season. They come in station wagons and light trucks to carry home part or all of the order. •

Air-Rail Cargo Interchange



An agreement has been made by two transportation companies concerning interchanging of cargoes between planes and trains. Pan American World Airways and the Atlantic Coast Line Railroad will interchange at Miami International Airport. Manufactured goods from the East Coast will be flown to South and Central America and the Caribbean region and coffee and produce will be flown back. The agreement includes cargo brought by long-haul trucking companies



Floating spheres cut shipping costs

HERE'S a novel idea for low-cost industrial transportation. Send your cargo down-river in big floating spheres.

They need no crew, burn no fuel, and even bounce through rapids.

If you let your imagination go, you could visualize important rivers as ribbons of rolling spheres, each flying company colors, bobbing products to market at a dawdling but very inexpensive two miles per hour.

But the cargo ball idea is still in its experimental stage. Crown Zellerbach Canada Ltd. literally has started the ball rolling by sending cargoes of pulpwood down British Columbia's Fraser River in 8-ft fiberglass spheres.

British Columbia loggers, after experimenting with the Fraser's high and low water periods, have

found they can run logs down the boiling river.

Now Crown Zellerbach is going one better. It hopes to feed its coast pulp and paper mills, at Ocean Falls and Elk Falls, with pulpwood borne down the river in the fiberglass containers.

In one run, a loaded ball floated 50 miles down the river, through swirling Hell's Gate, and was picked up just below Hope, 100 miles east of Vancouver and the southern entrance to the Fraser canyon. The ball was bruised, but the chips were dry.

The company may also try balls made of different materials and of different shapes and sizes.

The sphere is made of $\frac{1}{8}$ -in. fiberglass and painted red. It was fabricated in quarters.

The semi-spheres are flanged to give strength and to permit the two halves to be nested for transportation on land. The halves are joined by steel bolts.

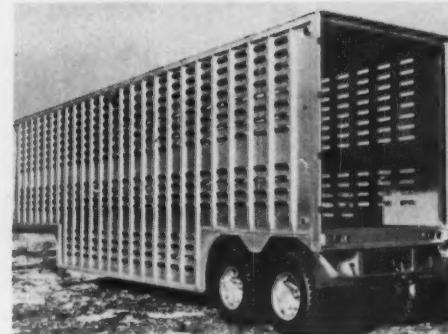
Weight empty is about 200 lb. One half has an 18-in. diameter hatchway for loading and unloading. The ball carries about $1\frac{1}{4}$ units of chips, or some 250 cu ft. Runs of 400 to 500 miles to Vancouver may be possible.

In the integrated mills on the Pacific Coast, virtually all parts of a tree, even the sawdust, are utilized. In the interior, where there are only sawmills at present, smaller trees and pieces of wood are burned or otherwise wasted.

Crown Zellerbach's fiberglass sphere may change this, enabling greater utilization. •



All of General Motors Corporation's GMC trucks have been re-styled for better visibility. Light trucks use a 305 in. V6



Fruehauf Trailer Co. has a double-dropping frame for its tri-level livestock trailer. The trailer is constructed of steel and aluminum

New truck and trailer trends

Manufacturers of highway transportation equipment answer the cries of trucking operators in introducing new and specialized equipment

SHIPPERS can match the power unit that functions best in their operating territory with the trailer that best suits their products, thanks to continued research in the highway equipment industry.

New developments in highway transportation were revealed recently by several manufacturers. Here are some of their features.

Chevrolet trucks show a number of refinements in styling, power, and safety. Hood lines have been lowered to increase visibility of the driver and enhance appearance. Diesel engines are available

for the first time in medium-duty models, and extra heavy-duty front suspension is offered as an option.

Two gasoline V8 engines and one four-cylinder diesel have been added to the line for a total of eight. A wide range of body styles including the Corvair 95 compact series for light delivery is maintained.

Dodge trucks are available in over 140 models, with a variety of options including four-wheel drive, a high output alternator, and closed crankcase ventilation. Only one model remains unchanged. That is the low-cab-forward high-



Nine standard engines including a 212-inch diesel are available for Chevrolet trucks. Heavy duty suspensions are now available as options

tonnage model, which has not been changed since its introduction in 1960. On this model, and others with a high-tonnage rating, a policy of standardization of parts was begun. This was done to aid the fleet operator in maintaining a low parts inventory and a new looking fleet.

Ford Division of Ford Motor Co. again offers a series of heavy duty gasoline engines carrying a 100,000-mile or 24-month warranty. Four six-cylinder and nine V8 engines comprise the gasoline line. Four Cummins diesel engines are also available. A complete selection of over 650 models of light, medium, heavy, and super-duty trucks is offered. Ford has announced a program of immediate installation of approved advance-

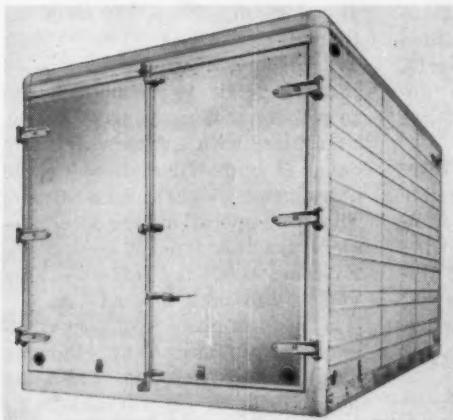
(Please Turn Page)



A refrigerated trailer that utilizes the foam-in-place cooling system is made by Highway Trailer Industries. "Cardox" CO₂ is used in conjunction with foam insulation to maintain temperature



Ford trucks equipped with heavy-duty power units are guaranteed for 100 thousand miles

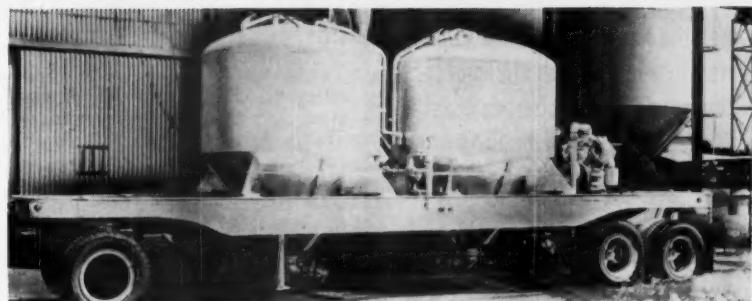


American Body and Trailer Co. has aluminum truck body kits. Plywood lining is inside the 96 in. high body

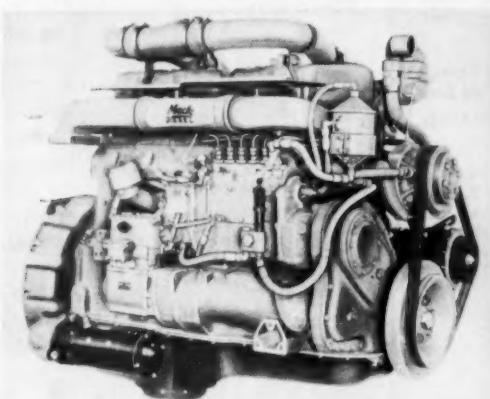
Dodge trucks combine utility with styling in the new line for 1962. The low cab forward version has not changed



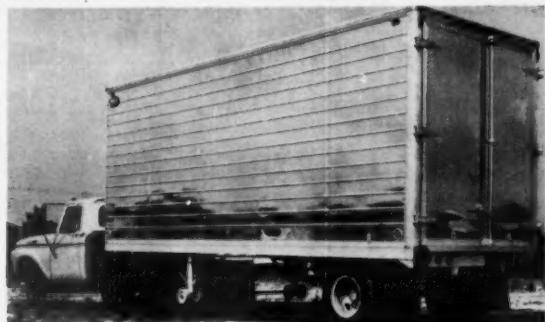
Whirl-Air-Flow has developed bulk material transport trailers that blow high-pressure air to unload materials



This is the new engine from Mack Trucks, Inc., that increases the power developed without additional weight



Dorsey Trailers is the maker of this trailer for use in city traffic. A three-quarter ton pickup chassis which has been equipped with a fifth wheel is used as a tractor for the rig





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A NATIONWIDE ORGANIZATION

New truck . . .

(Continued from Preceding Page)

ments during the model year that affect durability and/or performance.

Changes in styling, frame structure, axles, wiring, and brakes are apparent in the new trucks from GMC Truck and Coach Division of General Motors Corp. A more powerful version of the 305-cu in. V6 engine will power light and medium trucks. Tandems will use a 401-cu in. V6 while extra-heavy-duty trucks will employ 702-cu in. V12 engines. Cab interiors feature harmonizing appointments, printed electrical circuits for instruments, and heavy vinyl and nylon upholstery. Directional signals are standard equipment.

A line of aluminum trailer body kits by American Body and Trailer Co. has been enlarged. The addition to the line is a 96-in. wide high-volume van body made of aluminum. The kits are made up at the plant and sent to the distributor.

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tors, where final assembly takes place.

The body kits can be had in lengths from 12 to 20 ft. Inside width is 90 $\frac{1}{4}$ in. with plywood lining. Height measures 88 in. and door openings are available up to 86 $\frac{3}{4}$ x 81 $\frac{1}{2}$ in. Door options are available including full-opening two and four panel doors. Side and rear refrigerator doors are included in the options.

A trailer designed for easy handling on city streets is made by Dorsey Trailers. The "Urban Trailer" is available in lengths 18 through 24 ft. It can be attached to a $\frac{3}{4}$ -ton pickup chassis that has been fitted with a fifth wheel. Because it is distributed over three axles, more weight can be carried. Shuttling operations are ideal missions for this type of equipment. Exterior post and exterior skin models are both offered.

A foam-in-place insulated trailer is manufactured by Highway Trailer Industries, Inc. The foam has proven to be workable with carbon dioxide, nitrogen, and mechanical refrigeration. Trailers equipped with the foam will be made for over-the-road and piggy-back use.

All of the trailers made for foam-in-place will be specially designed. Structural design will eliminate much of the inefficiency that results from adaptation of conventional equipment to refrigerated service.

A noticeable increase in power without additional weight is a feature of Mack Truck's modified Thermodyne diesel engine. The increase is made possible through the use of high-efficiency intake manifolding which uses the ram principle. Volumetric efficiency is increased a full 10 per cent. Horsepower: 180 at 2100 rpm; torque: 505 ft lb at 1400 rpm.

Because the use of the ram principle does not require extra fuel, smoke is eliminated.

When the new Poweram Thermodyne is installed in a chassis, a full flow/by-pass oil filter accompanies it to provide cleanest possible lubrication.

Modern Track Walker



Photograph shows a track inspection car that records all data on a single roll of paper. Instruments in the car pick up information from delicate senders placed on the track itself. After a section of track has been run over, the data is taken to a central programming office where a track maintenance plan is formulated. The car is the first of many items soon to be imported from the Alfred J. Amsler Co. of Switzerland by The National Gas Division of Chemetron, Inc.

From Whirl-Air-Flow comes a pneumatic bulk transport trailer that will successfully handle many bulk shipments such as dry silica

sand, as well as materials normally transported on a pneumatic conveyor.

The unit makes it possible to transport sand and elevate it to a height of more than 50 ft. This is done without the aid of elevators or feeder equipment. The unit develops high pressure air into a whirlwind which keeps the material suspended and free flowing. The unit is self contained and carries its own air compressor.

Capacity of the tanks is 720 cu ft. The unit can unload material like silica sand at the rate of 1 ton per minute.

For shipping livestock more efficiently, the Fruehauf Trailer Co. has a tri-level livestock van of steel and aluminum. The tri-level arrangement was made by using a 33-in. double-drop frame assembly. Loaded, the trailer carries a higher payload with greater stability.

To load the various levels, the hauler simply tilts the loading platforms. These trailers come in lengths of 35, 38, and 40 ft and will haul up to 49 head of cattle. •

NEWS from GOULD in '62

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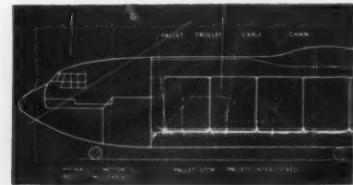
A NEW air cargo handling system is being designed which promises quicker cargo handling from a terminal network of roller and ball conveyors.

The roller conveyors are arranged so that complete aircraft loads can be made up on pallets and positioned as a pallet train awaiting the arrival of aircraft. The system is adaptable for use with any rear or front loading aircraft and is under study by Short Brothers and Harland, Ltd., Belfast, Northern Ireland.

Swinging arms pivoting from two corners of the terminal locate with the aircraft ramp and enable the complete pallet train to be placed inside the aircraft in minutes.

Five minutes during which an aircraft is grounded is equivalent to 25 miles flying distance in the air. Quicker turn-arounds would permit greater utilization of the aircraft. The system claims savings of up to 40 per cent reduction in man hours and more than 90 per cent reduction in aircraft time on the ground for loading. This can be compared with savings of 20 per cent in both man and aircraft hours simply by the use of such aids as fork-lift trucks and powered conveyors.

At the covered terminal load-



A new scheme for

New British plan makes it possible to keep turn-around

ing area, off-loaded freight from road vehicles is transferred from the ball conveyor system via powered roller conveyors to holding bays. En route freight is automatically weighed by built-in weigh-bridges, sorted, stacked, and secured to pallets or in containers. Incoming freight from aircraft would undergo the reverse treatment.

The floor height of the terminal would be approximately 5 ft 4 in. above ground level and compara-

ble to the floor height of the aircraft freight-hold.

Cranes Deal

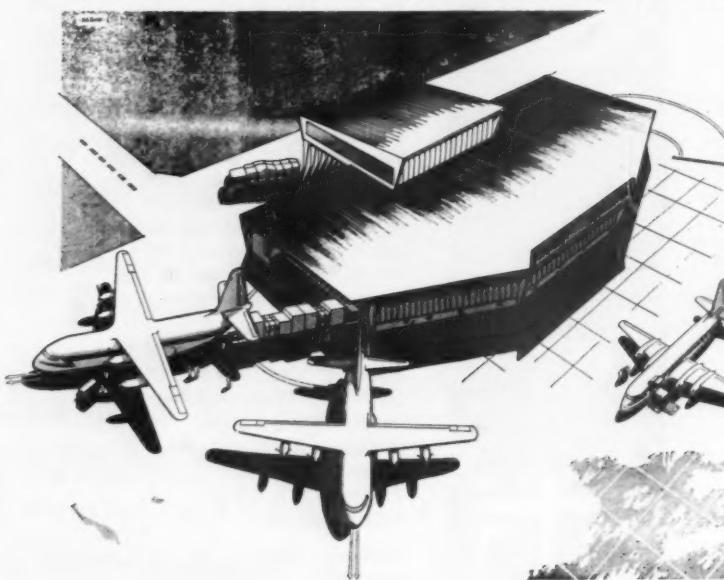
Overhead traveling cranes deal with heavy and bulky freight and ball conveyors are used at roller conveyor intersections for ease of maneuvering. Each roller way consists of three banks of conveyors.

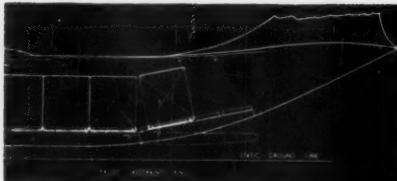
To accommodate a complete pallet train consisting of eight pallets, the radial arms are 70-ft long and have an additional 20 ft extension which permits latitude in the positioning of the aircraft distance-wise from the terminal. The arm is of all-welded tubular steel construction, supporting three banks of roller conveyors on the main arm and two banks, slightly wider, on the extension. The extension moves out or in on tracks which run on wheels attached to the main arm.

At two positions along the arm, the roller conveyors are replaced by ball conveyors extending over a distance of 9 ft to permit individual pallets to be uncoupled from the train and removed when the arm is alongside the terminal building. One electric motor propels the arm radially around the tracks and another moves the extension and also the pallet train along the arm and into the aircraft.

The latter is accomplished by the use of two continuous cables,

Artist's impression of the Short-designed cargo terminal layout in operation. Swinging arms pivot from two corners of the terminal to locate with aircraft





By John Grindrod
European Correspondent

handling air cargo

times equal to refueling and service check times

one down each side of the main arm, towing small trolleys which pick up on the bottom face of the leading pallet. The extension is always stowed before moving the arm radially about its pivot.

Base Pallet

The aircraft system is based on a pallet 11 ft x 8 ft 8 in. x 5 in. deep, having a maximum capacity of 15,000 lb. A fully mechanized loading system is incorporated in the aircraft. It consists of light alloy roller conveyors with ball bearings at each end of the roller and mounted on stub axles attached to the floor beams. Lateral guidance is achieved by guide rails running the length of the aircraft floor. These also provide the necessary side restraint.

Other restraint is achieved by a combination of hydraulically operated shoot bolts and pallet interlocking. On the side of each pallet near the aft end is a location hole into which the shoot bolt is fitted. This bolt provides forward and aft restraint and upward restraint for the rear end of the pallet. Upward restraint for the forward end stability of the aft face of the pallet comes from interlocking spigots. The forward face of each pallet has spigots permanently fitted which locate into corresponding holes in the aft face of the next pallet.

The power system employed for the 100,000 lb total loads enables

a train of pallets to be drawn into the aircraft and positioned for restraining in approximately two minutes. It consists of a four-wheeled trolley, housing a retractable plunger which locates in the base of the foremost pallet and travels the length of the aircraft floor between two channels. The trolley is attached to a cable and chain combination. The chain portion is driven by sprockets mounted through a reduction gearing to a hydraulic motor, which derives its power from the aircraft A.P.U.

Capable of being varied in length in multiples of 60 ft 8 in. (the usable length of the SC-5 Britannic freight hold), the pallet consists of aluminum honeycomb core bonded to glasscloth facings with edges enclosed with light alloy extrusions. The pro-

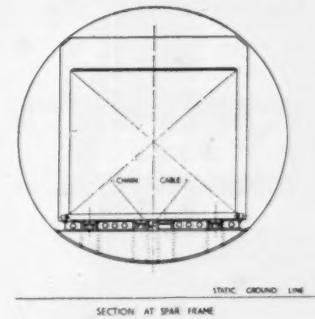
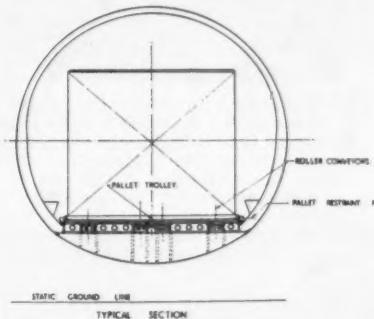
posed containers, of similar basic measurement, but 10 ft high, are of sandwich construction using light alloy facings with rigid foam filler, reinforced, where necessary, with top-hat section stiffeners. The edges are enclosed with a light alloy channel section.

Where freight movement at an airport is not sufficient to require a terminal building, a mobile vehicle is suggested which can handle three pallets of the Britannic type and, being equipped with its own power system for pallet movement and the ability to cater for all rear and side-loading aircraft up to a height of 12 ft, would provide a very useful alternative.

Prior to actual loading, the complete load is made up as a train within the terminal building and placed on one of two long rollerways adjoining the radial arm in readiness for the arrival of the aircraft. The latter taxies toward the terminal and, following guide lines, turns to face away from the building on a line at right angles to a tangent with the radial arm tracks, the position not being critical within some 15 ft. As the aircraft ramp is lowered, the swinging arm rotates to line up with the aircraft, the arm extension being operated to locate with the ramp.

During this operation the hydraulically-operated shoot bolts
(Please Turn Page)

This view shows cargo on pallet and pallet on trolley. Shows roller conveyors and pallet restraint pin. New system promises quicker turn-around times





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... Air Cargo

(Continued from Preceding Page)

are retracted and unloading commences by means of the aircraft power system, the terminal power system taking over when the train comes onto the arm. The train is then moved onto the free length of rollerway within the terminal and the arm is located in line with the rollerway holding the outgoing train.

With the train loaded, the arm then locates once more with the aircraft and pushes the train into the freight hold, where the aircraft power system takes over. The single lever operation of the restraint bolts completes the loading operation.

Using pallets, the tareweight (payload reduction) of the handling system is about 4.9 per cent of the allowable payload. Using containers it is 10.5 per cent of the allowable payload. It is considered that such a system could run up to 18 per cent of the gross payload before breaking even with conventional handling transport costs.

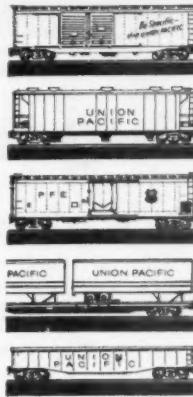
While not considered the optimum in aircraft freight handling, the new British system is considered a sound approach making it possible to keep turn-round times equal to refueling and service check time. •

Barges Don the Waterways



New barges with a carrying capacity of from 30,000 to 50,000 tons of butadiene a year will service butadiene customers in the middlewest. Each barge has a capacity of 1350 net tons of butadiene which is equivalent to 560,000 water gallons per barge. Each is 195-ft long, 50-ft wide, and 12-ft deep, and carries three pressure tanks. They were manufactured by St. Louis Shipbuilding and Steel Co., for Goodrich-Gulf Chemicals, Inc.

U.P. FREIGHT FLEETS



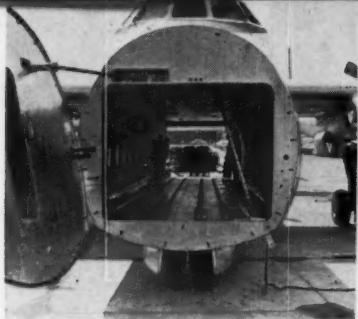
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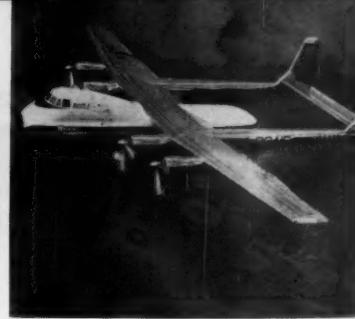
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Double-end loading is expedited through use of roller floors



Armstrong Whitworth Argosy all-cargo plane shown in flight

Air freighter features double-end loading

AN AUTOMATED air-freight system featuring double-end loading aircraft and an electronically controlled air-cargo terminal were recently demonstrated to government, military, and civilian aviation authorities at Oklahoma City, Okla.

The aircraft is the Armstrong Whitworth Argosy, a turbo-prop craft made in Coventry, England, and placed in service here by Riddle Airlines, Inc., on domestic air cargo missions for the Air Force Logistics Command.

The electronically controlled air cargo terminal, which utilizes closed circuit TV is at the Okla-

homa City Air Material Command at Tinker Air Force Base.

The Argosy features a pressurized, double-end loading cargo hold with an integral roller system. The hold floor is 4 ft above the ground, which is the world average height for truck beds. The plane can handle pallets up to 100-in. wide, although the pallets it now uses are 88-in. wide.

Argosy is equipped with four Rolls-Royce prop-jet engines and has a maximum take-off weight of 88,000 lb.

The terminal at Tinker AFB now processes an average of 10 million lb of cargo per month

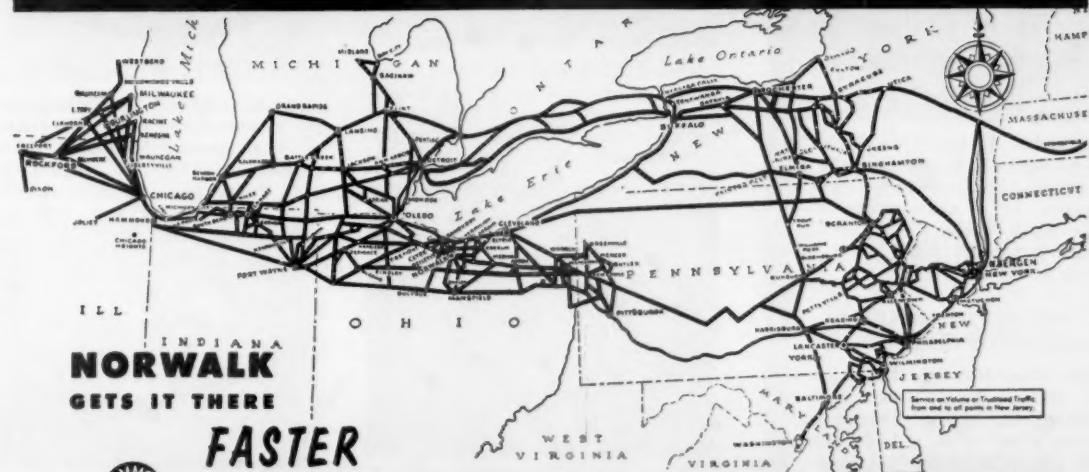
and can be expanded to handle 15 million lb. About 925 all-cargo flights are made each month.

Pre-palletization, roller-equipped trucks, and forklifts serve to reduce handling time. Under this system, 10 pallets can be loaded in less than 15 minutes.

Conveyor lines totaling 6633 ft and 45 electric push-offs comprise the loading center. When a line is filled, cargo is switched automatically to another line to prevent clogging. The entire conveyor area is watched through 10 closed circuit TV cameras at a master control console.

The terminal can load five all-cargo aircraft simultaneously. All-weather loading is no longer a problem because of a telescoping shelter system that extends to the door of the aircraft. •

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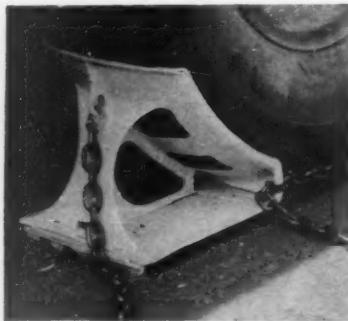
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Heavy-Duty Wheel Block

Calumet Steel Castings Corp. makes a steel wheel block that holds vehicles in position during loading or unloading. A chain is anchored at the dock base or in the pavement near the dock base and in line with the wheel to be blocked. The other end



is attached to the wheelblock. With the wheel block in position, the chain is pulled taut and the closest link engaged in a chain-retaining slot. This block anchors the vehicle in place. For more facts write to the editor about M42.

Remote Lift Control

The Globe Hoist Co. has a new control system for loading lifts. The control box, normally wall-mounted, is now attached to a 16-ft extension cord which is highly portable. The platform has a capacity of 6000 lb. A 1 hp electric motor linked to an oil pump provides the lift. The remote control unit enables the operator to ride with the load or raise it to any

position up to 58 in. from the floor. When not in use, the platform is flush



with the floor. For information, write to the editor asking for G6.

Aluminum Cleaner

Parke-Hill Chemical Corp. has developed a cleaner that is sprayed on a surface to be cleaned, allowed to remain for several minutes, and hosed off with water. This cleaner can be used for removing oxidation, dirt, grime, road oil, carbon, and other destroying elements. It will not leave scars or damaging residue on metals, glass, or paint. For more facts write to the editor about M52.

Aluminum Roof Coating

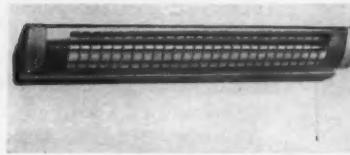
A roof coating containing silicones is now being marketed by the Monroe Co. Called Asbestolite, it has silicones and aluminum flakes to provide waterproofing and weather protection at



extreme temperatures. The coating will not crack and will remain resilient for years under adverse conditions. Write to the editor for additional details, asking about J13.

Area Heater

A heater for hard to heat work areas is now available from Pincor, Inc. The heater can be used both indoors and out, because its fused quartz element is not affected by extreme weather conditions. No special



wiring is necessary. Peak temperature is reached in one minute, and heat can be directed by moving the swivel-mounted unit. Write to the editor for additional facts. Ask for P8 when writing.

Low Cost Dock Board

A retractable dock board with a 24 in. lip has been added to the line of Hartman Metal Fabricators, Inc. The retracting action of the lip provides a self-cleaning feature to eliminate the possibility of breakdown. The



board also automatically adjusts to the height of the truck being loaded. All-steel construction and direct connection make this unit rugged, safe, and dependable. Details available upon request. Write to the editor, asking about G24.

Tubular Wheeled Rails

Tubular wheeled rails available from M-H Standard Corp. can be used to make live storage racks, pallet conveyors, and work-table feeds in plant and warehouses. The tubular steel design prevents the rail from twisting when there is an unequal load on either side of the rail. The wheels are either steel or plastic and can be mounted on both sides or only on one side. A built-in row divider

and EQUIPMENT

which extends above the tops of the wheels eliminates the need for separate guides or uprights. For more information write to the editor about M55.

New Telephones

The Bell System announces a series of special phones for business use. The Dataphone system is a phone that transmits accounting and other data directly to business machines and computer centers. It can transmit 1600 words a minute from a telephone in the building or from a phone in a branch office across the country. There are a number of series of these



phones that correspond to the amount of data received by a company. For more information, write to the editor. Inquire about J17.

Heavy-Duty Trucks

The Ford Motor Co. has announced its line of heavy-duty trucks for 1962. Thirteen gasoline and four diesel engines are available in over 300 body styles. Both tilt-cab and conventional



cab trucks carry a 100,000-mile or 24-month guarantee when equipped with gasoline engines. Write to the editor for additional specifications, asking about P15.

Cylinder Handling Truck

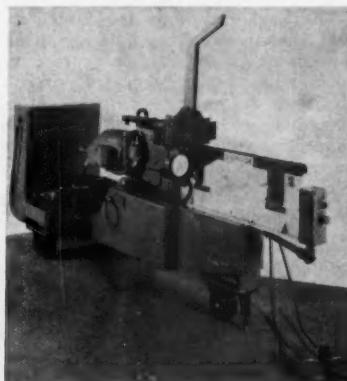
The problem of storing and handling cylindrical objects is minimized with this Automatic Transportation Co. truck. The truck is fitted with a



12-ft boom which is placed in the core of the cylinder to remove it from its place. For more information on this attachment, contact the editor. Ask about P1.

Strapping Machine

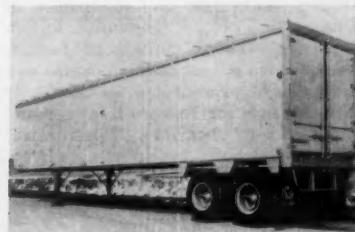
The Signode Steel Strapping Co. has a semi-automatic machine for use in high production operations. The



machine is similar to fully automatic machines except that it has only the lower strap chute. This machine can be fitted between conveyor sections as part of an automated system of packaging. Standard chutes are 18, 24, and 30 in. in length, and strap guides are 15, 21, and 27 in. high. Write to the editor for details. Ask for J12.

Open Top Trailer

A full open top trailer has been added to the "66" series of trailers from Highway Trailer Industries. It is available with smooth or exterior



post walls, steel, aluminum, or combination construction, and comes in a variety of heights and lengths. Tar-paulin bows are of $\frac{3}{8}$ -in. steel on 36-in. centers. For more facts, write to the editor asking about P3.

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Container Styles

All of the various models of containers, both rigid and collapsible, of Champion Co. are shown in a new brochure. These containers feature two-ply wall construction with outside ribs, and recessed tie-downs on the interior for flat walls and maximum load security. Specification charts for both types are included. Write to the editor for a copy of N7.

Policy Declarations

The Transportation and Communication Department of the Chamber of Commerce of the United States has printed its policy declarations for 1962 in booklet form. There are five sections of policies, each one dealing with a different phase of transportation and its problems. Write to the editor for a copy of this booklet. When writing, request N27.

Twin Containers

Fruehauf Trailer Co.'s combination 20- and 40-ft containers are shown in an illustrated leaflet. The Twin-20 container can be used as a single 40-ft unit or, for diversified use, separated into two 20-ft units. These trailers are available in a variety of designs, depending on type of duty. Write to the editor for this informative leaflet. Ask for N12 when writing.

Rate-Chart Book

A book of freight rates for specific and general cargoes is offered by Alitalia Airlines. Charts and lists in the book will aid any shipper in expediting shipments of many commodities. There are nine indexed sections and a map of operations included in the book. Write to the editor for your copy. When writing, ask about N31.

Reorder Chart

A chart showing all of the necessary information for reordering casters is printed by Nutting Truck and Caster Co. The chart shows the names of all of the parts of a caster and their dimension names. On the reverse

side of the chart, types of trucks and casters are illustrated to further simplify reordering of parts. Write to the editor for your chart. Ask for N18.

Waterways Fact Book

The National Waterways Conference, Inc., offers to the public a question-and-answer type discussion of the problem of taxation and user charges on the waterways of the country. Aside from the main discussion, there are many facts and figures concerning port use by shippers. Write to the editor for a copy of N28.

Air-Freight Directory

Air Cargo, Inc., has compiled a directory of air freight movements to and from over 7000 points in the U. S. The directory covers direct air freight, local pick-up and delivery, and connecting motor carriers. This publication is for the fall quarter of 1961 and will be updated every quarter. Write to the editor for a copy of N30.

Buffalo Port Book

The Port of Buffalo has issued its 1961 handbook. The 55-page book touches on 52 separate categories involving the port in general. There are statistics on tonnage, mileage, storage, and production. Also offered in connection with the handbook are harbor maps of Buffalo and vicinity. Write to the editor for a copy of N19.

Highway Quick Router

DISTRIBUTION AGE offers a reprint of its Highway Quick Router containing a directory of the top motor carriers in the U. S. Classifications and tariffs are listed. Insurance is stated in the amount per vehicle and the amount for the contents of each terminal. Other features of the listings are the location of the company's main office, names of executives who will supply information, and telephone and teletype facilities. It covers pages 52-84 of the October issue of DISTRIBUTION AGE. For a reprint, write to the editor for Q61.

Fork-Lift Catalog

Lewis-Shepard Products, Inc., has issued a condensed catalog of the company's complete line of fork lifts and other materials handling equipment. It lists the heavy-duty 4000-lb capacity lifts, 2500-lb capacity trucks, 4000-lb capacity narrow aisle, high-lift rider-type trucks. The catalog is profusely illustrated with photographs and a detailed description of the equipment. For your copy, write to the editor for Q69.

Birdy-Back Guide

DISTRIBUTION AGE offers a reprint of its Birdy-Back Guide giving a clear picture of the airlines now handling containerized shipments. It covers pages 33-48 of the October issue of DISTRIBUTION AGE. Each airline has a map with appropriate copy explaining the type of container service offered and special equipment used. For a reprint, write to the editor for Q63.

Conveyor Catalog

A catalog gives design and application data on portable and adjustable conveyors, hinged-steel belt conveyors, and custom conveyors of May-Fran Manufacturing Co. An engineering data section gives specifications on standard conveyor components for building custom conveyors of all types. For your copy, write to the editor for Q53.

Electric Walkie Trucks

Clark Equipment Co. has issued a bulletin explaining construction of its electric-powered walkie-type platform, pallet, and stacking trucks. It contains specifications for nine trucks and explains 16 safety features built into the units. For your copy, write to the editor for Q54.

Service, Equipment Brochure

Youngstown Steel Car Corp. has issued product and service brochures that cover illustrated information regarding the company's products in four categories. These are: highway transportation, railroads, off-highway, and materials handling. For your copy, write to the editor for Q57.

Lift Truck Catalog

Seven lift trucks of Allis-Chalmers Manufacturing Co. are illustrated in a catalog. The capacity of these trucks ranges from 2000 to 10,000 lb. The company offers diesel, gasoline, or LP gas engines. For more information, write to the editor for Q66.

Piggy-Back Guide

DISTRIBUTION AGE offers the latest edition of its Piggy-Back Routing Guide. It contains the list of railroads that offer trailer-on-flatcar service, also services for van-type containers. Maps show specific routes over which piggy-back equipment is operated and points at which ramps are found. It covers pages 88-116 of the October 1961 issue of DISTRIBUTION AGE. For a reprint, write to the editor for Q62.

Fishy-Back Guide

DISTRIBUTION AGE offers a reprint of its Fishy-Back Guide. It contains a detailed survey showing an increase in the lines handling containers and trailers. It covers pages 117-132 of the October 1961 issue of DISTRIBUTION AGE. Also in the reprint is a directory of U. S. ports with a list of facilities, ship lines, warehouses, and promotion groups for each. For a reprint, write to the editor for Q64.

Lease Lift Trucks

You can now lease and rent lift trucks from the Automatic Transportation Co. A booklet issued by the company gives two and four-year lease plans for over 200 models. For your copy, write to the editor for Q73.

Air-Cargo Digest

British Overseas Airways' Corp. has published a practical guide for those concerned with air cargo. It contains aircraft loading charts, weight conversion tables, air cargo terms, and other information. It also has the new cargo rates, in cents per pound, from 30 U. S. cities to 226 destinations spread over Europe, Asia and Africa. For your copy, write to the editor for Q67.

Pallet Data

Douglas Fir Plywood Association offers pallet data in a booklet. It says that plywood decked pallets offer dimensional stability, greater nail-holding power, decreased weight, and high resistance to impacts. For more information, write to the editor for Q74.

Air Curtain Brochure

Dyfoam Corp. has issued a six-page brochure on a new device that creates a curtain of air outside the door of a

coldroom. Because of the presence of the air curtain, temperatures on either side of it are unchanged. This development will allow free passage of men and equipment in and out of coldrooms while the temperature remains constant. Time loss and wear on doors is eliminated. Write to the editor, asking for a copy of N1.

Freightways Stations

Tamiami Freightways and its affiliate, Benton Rapid Express, have released a list of stations. The brochure lists 600 points now served by the company, and illustrates the thru-service routes. For your copy, write to the editor for Q70.

Floor Topping

Sun Chemical Corp. has issued a bulletin concerning a floor topping and patching compound that is designed for corrosive and abrasion conditions. Surface preparation of old or new concrete is described as to pre-mixing, temperature checking, mixing, placing, finishing, curing, colors, packaging, coverage, and precautions. For your copy, write to the editor for Q60.

Barrel Handling Data

Information on a simplified attachment for barrel and drum handling is now available. The Ironrite Barrelifter is shown in four models in the four-page color brochure. These units can be used on either forks or masts. Attachment to the truck is through pins or cams, depending on the model. For a copy of the report, write to the editor, asking for N4.

Cord Strapping Report

Industrial Packaging Department of American Viscose Corp. has issued a report comparing performance of cord strapping with steel strapping. It discusses tests made simulating the freight hazards encountered in less than truckload shipments. The performance areas covered are: package reinforcement; unitizing; palletizing; and energy absorbing ability. For your copy, write to the editor for Q65.

Transportation Crisis

The Association of American Railroads has published a comprehensive study of transportation as an industry. The report, titled "The Gathering Transportation Storm," shows conditions in all branches of transportation through charts of comparison. A discussion of the railroad industry's Magna Carta for Transportation is also given in the text. Write to the editor for a copy of this study. Ask for N26.

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Sailing Schedule

American Export Lines, New York, N. Y., offers a complete sailing schedule for world-wide service. Listings are complete with vessel names, destination and arrival dates, and optional service information. Ports are cross-indexed for ease of reading. Write to the editor for your copy. When writing, ask for N10.

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from GOULD
in '62**

**WATCH
FOR OUR
JANUARY
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within the LAW

By Leo T. Parker
Legal Consultant,
Distribution Age



WAREHOUSING

Can jointly stored goods be sold upon death of either party?

A warehouseman cannot for any reason lawfully sell goods stored in the name of husband and wife, where one dies and the sale is made before appointment of an administrator or executrix.

For illustration, in *S. v. B. T.* and *S.*, 344 Pac. (2d) 1107, the testimony showed facts, as follows: *S.* and his wife stored household furniture in a warehouse owned and operated by the *B. T.* and *S.*

S. died and his wife was appointed executrix but prior to such appointment the *B. T.* and *S.* conducted a public sale to satisfy its warehouseman's lien. All the property was sold to one *W.* who delivered to the *B. T.* and *S.* a check in payment therefor. However, the warehouse company did not transfer possession of the goods to *W.*, but purchased the goods from *W.*

Mrs. S. filed suit against the *B. T.* and *S.* to recover the goods and also for double damages under a state law, claiming that prior to the granting of letters testamentary the warehouse company had sold and converted the furniture.

The court held that the warehouse company had no legal right to sell the property upon which it had a lien during the interim between death of *S.* and appointment of a personal representative. Also, this court held that where the warehouse company conducted the public sale to satisfy this warehouseman's lien on the stored goods and the goods were sold to *W.*, the latter acquired no good title from the warehouse company which normally would be personally liable in double damages to *Mrs. S.* However, since the warehouse company did not give up possession

of the goods, but had repurchased the goods from *W.*, *Mrs. S.* could now take possession of the goods but she could recover no damages from the warehouse company. This court said:

"Since defendant (*B. T.* and *S.*) did not transfer possession, and could not transfer title it did not alienate the property by the purported sale. In the instant case there was no transfer of possession."

For comparison, see *L. v. E.*, 83 P. 790. In this case the bailee offered to sell goods owned jointly by husband and wife before appointment of an administrator, after death of the wife. The court held:

"True, the defendant offered to sell this property after the death of *M.*, and before the administrator was appointed, but offering to sell it is not sufficient. Bidding it in behalf of the defendant and remaining in possession in no way changed the status."

Also, see *A. & T.*, 207 P. 308, 309. This court said:

"A party who wrongfully takes possession of the property of a decedent after his death and prior to the time

of the appointment of administrator cannot pass title even if he does alienate the same. If he alienates the same and transfers the possession to a third party, this is all he can do, and amounts to wrongful conversion and alienation of the property."

Must the seller of a business inform his creditors that he has sold his business?

The courts hold that if a person sells his business without notifying creditors that he no longer is connected with the business, these creditors can compel him to pay for merchandise purchased by the purchaser of the business.

Also, the higher courts hold that if a warehouseman sells his warehouse and business, without notifying the owners of stored goods, and the purchaser of the business becomes insolvent or otherwise acts unlawfully, the owners of stored goods can sue the seller.

For illustration, see *M. v. R.*, 233 S. W. (2d) 344. Testimony showed that a man named *M.* owned and operated a warehouse business. One *R.* stored his merchandise with *M.* and accepted a "non-negotiable warehouse receipt." *M.* failed to give notice of the sale to the owners of stored goods.

R. became delinquent in payment of storage charges and the new warehouseman foreclosed the statutory warehouseman's lien on *R.*'s goods. He sold them, without giving advance notice of the sale as required by law.

R. sued *M.* for the value of his goods and based his suit on *M.*'s sale of the warehouse business without giving him notice of such sale.

The higher court held *M.* personally liable to *R.* for full value. The court said:

"The transfer of the business imposed upon them (new warehousemen) the statutory liability for safekeeping of the stored goods and any failure of duty so imposed carries with it their liability to the assignor *M.*, and to the owner of the goods."

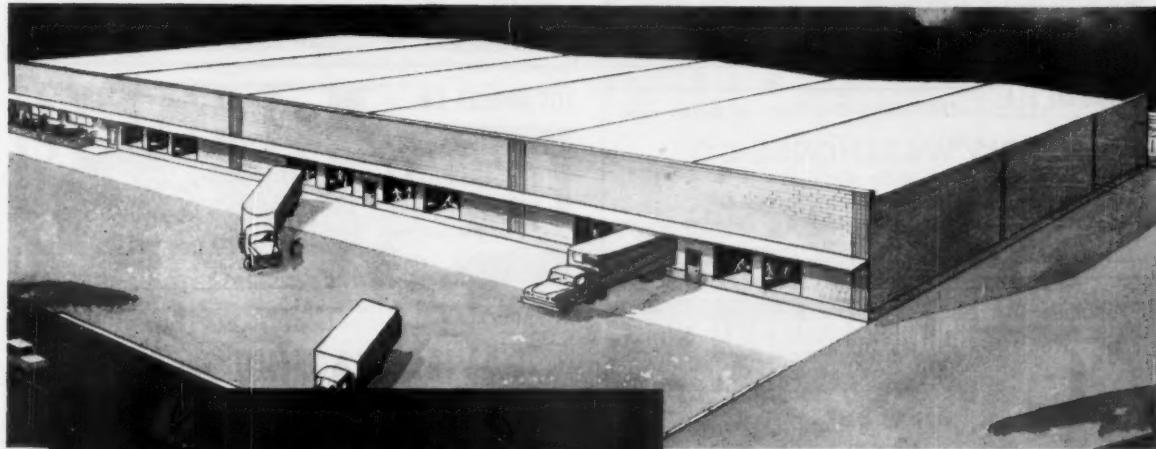
(Please Turn to Page 88)

New Southern Warehouse



The D. H. Overmyer Warehouse Co., of Jacksonville, Fla., has announced the completion of a new warehouse. The building has 30-ft high ceilings, a 12-car siding on the Seaboard Airline Railroad, and 15 truck doors. The completely sprinklered warehouse is equipped with modern handling equipment

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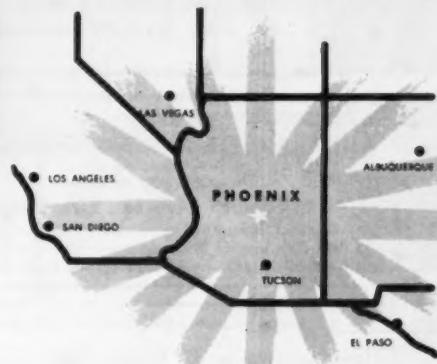


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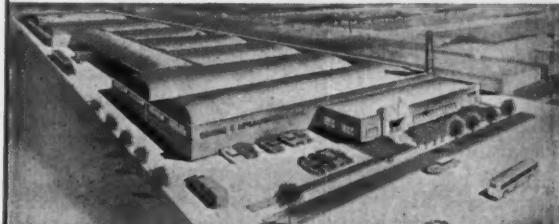
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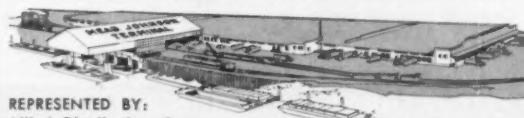
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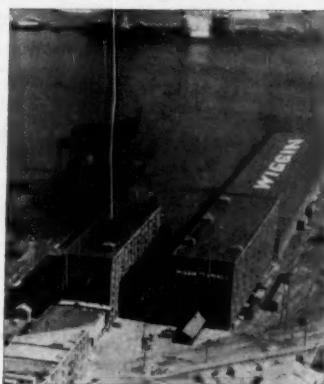
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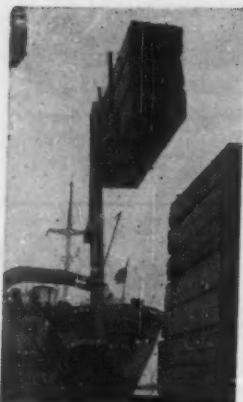
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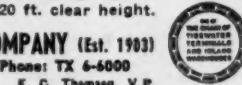
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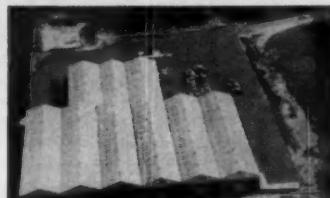
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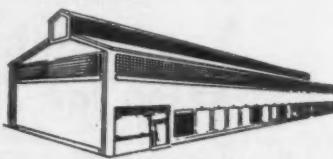
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4. Full transit storage facilities at both locations serving Intermountain and Pacific markets.
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Within the Law...

(Continued from Page 64)

Is an unsigned contract or initialed contract valid?

The law has been generally well established that an unsigned contract, or a contract signed with a rubber stamp, initials and the like, is valid and enforceable if the testimony proves that the contracting parties intended to be obligated.

A court applied this usual law to an unsigned application involving a common carrier's certificate.

For illustration, in O'N— v. H— M— E— 328 S. W. (2d) 522 it was shown that the O— M— E— held Regular Route Common Carrier Truck Certificates. The company granted to one O'N— an option to purchase the intrastate certificates for \$2500. The company was in a shaky financial condition,

and in an effort to revive it, O'N— replenished its capital with \$12,000 of his funds and took over its management. The financial condition of this company became worse and O'N— exercised his option and tendered the agreed purchase price.

Controversy developed when it was learned by competitive trucking interests that the application for approval of the transfer which O'N— submitted to the Department was not signed by the proposed transferor, O— M— E—.

Notwithstanding the fact that this application was not properly signed, the higher court approved the transfer and sale of the carrier's business to O'N— and said:

"Since there seems to be no reason why the signature of the transferor should be required on the application

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and since the governing statutes and regulations do not specifically provide for it, we hold that its omission was not a substantial defect."

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NEW YORK, N.Y.

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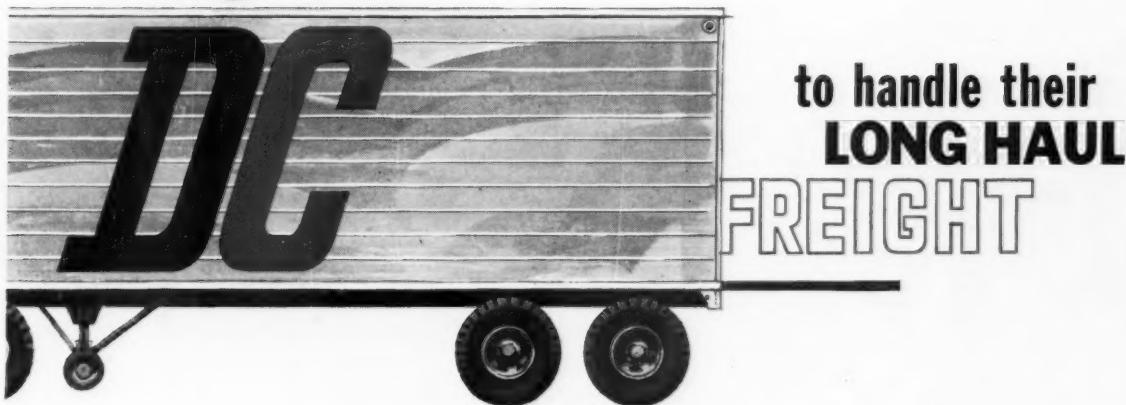
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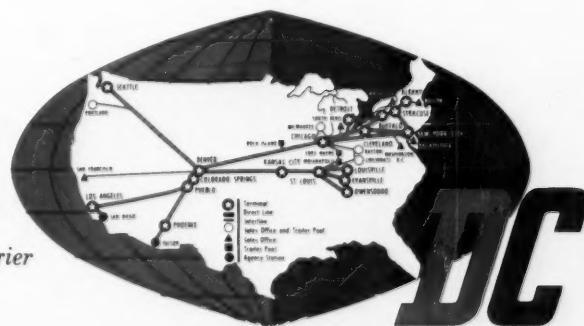
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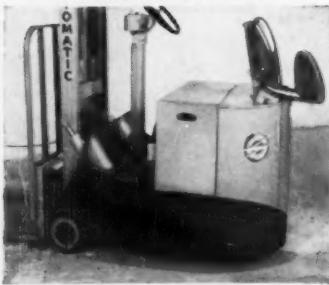
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